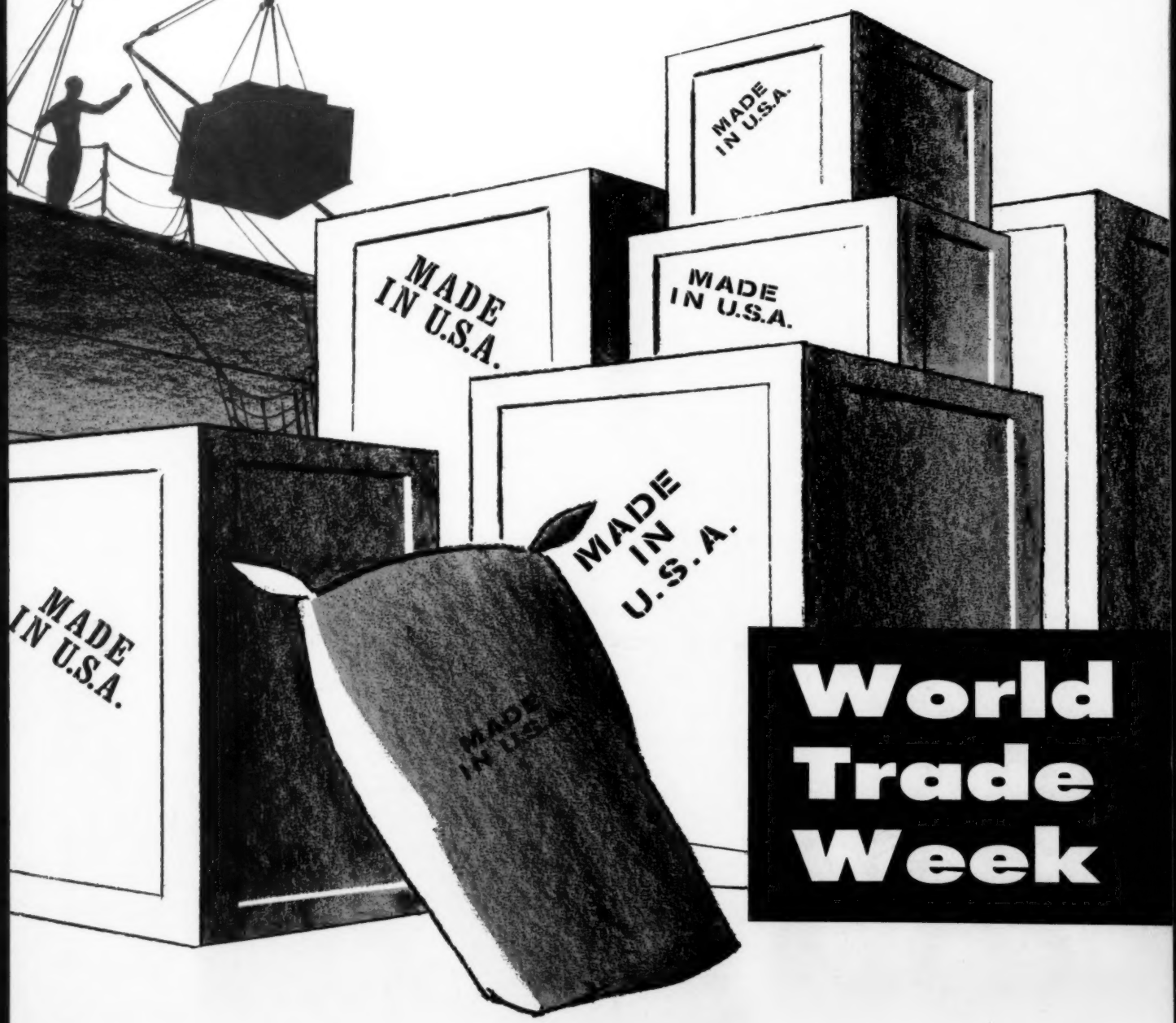
A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

May 17, 1965



World Trade Week

Business Bulletins *from around the world*

BELGIUM—Novel trial shipment of fresh Florida fruit to Antwerp for consumption in Common Market is complete success. Fruit, sorted, packed in Florida in vans (40-ft. semi-truck bodies without wheels or axles and with self-contained air conditioners), sent direct from shipper to distributor without exposure or handling.

CANADA—Construction is reportedly moving ahead on schedule for the opening of the Montreal World Exhibition in April, 1967. Forty-eight nations are among the 101 identifiable participants expected to present displays at "Expo 67," as the event—marking the 100th year of the Canadian Confederation—is called.

CHILE—Perlita Cia. Ltda., Chilean mining group, hopes to mine 3 million tons of perlite annually—mostly for export—from claims in Laguna de Maula area southeast of Talca. While further explorations must be made, reserves of this expandable volcanic glass used for insulation and plaster aggregate are estimated at 600 million tons. Perlita is seeking financing for installation of its own expanding furnace.

FRANCE—More than 1.3 million persons visited recent Household Arts (Arts Menagers) Show at Paris' C.N.I.T. Palace, with millions more in touch with the show through radio, television, newspapers and magazines. A leading French housewares industry executive predicts a further expansion of the market due to rapid population growth, urbanization, regular rise of real incomes and cut in power costs.

GERMANY—Chase Selection Fund Ltd. of Boston establishes West Berlin subsidiary, Securities Management Co. GmbH., which will offer mutual fund shares to German investors, featuring installment program that can be started with minimum investment of 100 DM (about $25).

GREECE—North Atlantic Mediterranean Freight Conference announces 20% surcharge on freight rates to Piraeus, effective May 27. Charge is to compensate for ship delays caused by congested port conditions.

IVORY COAST—Production of canned sardines for domestic consumption to begin in August under aegis of *Société des Conserves de la Côte d'Ivoire*. Annual production of 2 million cans represents import-substitution and saving of foreign exchange.

JAPAN—Major Japanese manufacturers are planning to produce 100,000 color television sets in 1965, twice last year's total, in anticipation of increased demand spurred by falling prices. Only 60,000 color sets are currently in use—in hotel lobbies and other public places as well as in homes—although 91.2% of all Japanese households have television receivers. Color sets sell for more than 180,000 yen ($500), but industry leaders expect the price to come down to about $275.

MALAWI—Under agreement between Malawi Development Corp. and British firm, construction of $420,000 distillery to start in three months. Training of Malawians in key skills for all branches of liquor trade is to be provided. Local grains are to be used.

MALAYSIA—A $6.7 million Bridgestone Malaysia tire factory, Malaysian-Japanese joint venture, recently opened at Jurong Industrial Estate in Singapore. Plant will initially produce 800 passenger and truck tires daily, and have peak capacity of 1,200 daily. It will be approximately equal in size to Malaysia's other tire factory, Dunlop plant near Kuala Lumpur, Malaya, which has been producing tires of many types. Production from the two factories expected to make Malaysia self-sufficient in tires.

NETHERLANDS—Dow Chemical International N.V., subsidiary of Dow Chemical Co. of Michigan, to lay 54-mile-long pipeline to bring ethylene to its factory at Terneuzen from petroleum refinery at Pernis. Completion is scheduled for end of 1966.

Unilever N.V. to establish subsidiary, Lever de Mexico S.A., in Mexico City. Company to manufacture soap, detergents, edible fats and oils.

SOUTH AFRICA—Minister of Economic Affairs announces that import permits for 1965 will be maintained at same level as last year. Government will adhere to prevailing import policy.

SPAIN—Czechoslovakia and Spain conclude payments agreement to cover trade during the year beginning April 2. In previous years the total value of each country's trade list was equal (usually $7-8 million), but this year the lists are not equal. Czechoslovak exports to Spain amount to only $3.3 million, with the value of 3 items to be determined later. The list of Spanish exports amounts to $8.8 million, with the value of 14 items to be determined later. Spain has had an unfavorable balance of trade with Czechoslovakia for several years, which may account for the disequilibrium.

SWITZERLAND—In 1964, Swissair made net profit of $3.4 million, 55% over 1963. Company paid out 6% dividend. At end of year, Swissair owned fleet of 29 aircraft, of which four were DC-8's, six Convair Coronados, eight Caravelles, 11 Convair Metropolitans.

Mechanical handling equipment will be featured at the International Trade Fair for the Rational Marketing of Products of Textile Industry at St. Gall, May 16-19. The exhibit will demonstrate rationalization possibilities.

UNITED KINGDOM—Ford Motor Co., Ltd., of Great Britain purchases factory near Swansea in Wales. Plant (Ford's 19th in Britain) to manufacture chassis parts; will eventually employ approximately 2,000 workers.

ZAMBIA—Commercial Bank of Zambia, Ltd., begins operation in Lusaka as first one incorporated in the country. Shareholders are Continental Illinois National Bank and Trust Co. of Chicago, Nederlandse Overzee Bank N.V., and Netherlands Bank of South Africa Ltd.

U.S. Department of Commerce

John T. Connor
Secretary

Alexander B. Trowbridge
Assistant Secretary for Domestic and International Business

Eugene M. Braderman
Director, Bureau of International Commerce

George Donat
Administrator, Business and Defense Services Administration

Frederic S. Otis
Managing Editor

Americo A. W. Favale
Director of Graphics

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must remit $22.00 additional for postage. Make remittance payable to the Superintendent of Document and mail either to any Department Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402. Address changes should be sent to the Superintendent of Documents.

Address correspondence concerning editorial content to: The Editor, International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on May 24, 1961.

the cover

From coast to coast this week, the United States observes World Trade Week—a time for giving special attention to the desirability and benefits of international commerce. Responding to a proclamation by President Johnson, businessmen and women dedicated to world trade on a year-round basis are taking part in a variety of events designed to spur interest in doing business abroad. A report on some of their activities appears on page 2.

International Commerce

Published by BUREAU OF INTERNATIONAL COMMERCE

May 17, 1965 Volume 71, Number 20

FEATURES

2 World Trade Week activities around the nation are planned to spur interest in gaining new converts to exporting and trade abroad

3 Exports by U.S. shippers by air climbed 53% in two years, Chief of Shipping and Air Branch of U.S. Census Bureau reports; new publications issued

5 The Lockheed-Georgia Co. and representatives of 55 sub-contractors return from sales tour of South America and visits to six countries

6 Brush Instrument Division of Clevite Corp. launches a truck tour of Europe, selling, displaying, demonstrating U.S.-made equipment in principal cities

7 Niagara Falls, Canada is to be the site of an unusual trade mart as exhibit building with 520 ft. tower is set to open in mid-July

TRADE FAIRS AND CENTERS

9 Packaging Machinery Show in Milan Trade Center will exhibit U.S. equipment in cooperation with Italian Ipack-Ima 1965 show Sept. 11-17

10 $346,000 is allocated by Department of Commerce for use in promoting, advertising and transportation costs of air, sea, truck mobile trade fairs

11 Exhibitors at London International Engineering Exhibition in U.S. sponsored pavilion were visited by 74,000 potential customers; many follow-ups required

WORLDWIDE BUSINESS OUTLOOK

13 Yugoslavia is taking stern measures to keep this year's imports down to last year's level, but trade opportunities exist there; good potential seen

15 Ivory Coast reports an impressive economic expansion with improved export earnings and new foreign private investments pouring in

16 South African economic expansion is expected to begin levelling off, U.S. Senior Commercial officer reports from Johannesburg

18 Financial strains cause Tunisia to reconsider its attitude toward the private sector's development role with import slowdown seen

FOREIGN GOVERNMENT ACTIONS

21 Japan reduces import deposits across the board with rates lowered to 1% for 437 imported commodities; others cut to 5%; 1008 listed

INVESTMENT OPPORTUNITIES

25 Indian Manufacturer seeks joint venture in expanding its line of aluminum products; Bombay firm would make plastics

WORLD TRADE OPPORTUNITIES

28 Bids asked on gas systems
28 Leads for exporters
34 International Representation
25 Leads for importers
36 Future construction
37 Significant Awards

New Books and Reports, page 40

World Trade Week

Activity to spur interest in business abroad marks cross-country observance

World Trade Week 1965: A queen in New York, an annual award in the District of Columbia, a festival in North Carolina, a products-for-export exhibit in Kansas City, workshops in Des Moines and Little Rock . . .

In many industrial and commercial centers throughout the country, a round of activity is calling attention to the importance of international commerce.

Responding to a Presidential proclamation signed at the White House on March 24, business, educational, civic and other groups are observing World Trade Week, May 16-22.

Some areas have been sponsoring World Trade Week activities a long time —one in California, for instance, for almost 40 years (INTERNATIONAL COMMERCE, Apr. 12, 1965, p. 7). Some have livelier, richer programs this year than ever before. Other areas may be just beginning. Department of Commerce Field Offices, Regional Export Expansion Councils, and the Bureau of International Commerce are assisting participating organizations.

N.Y.: Every day special

The New York World Trade Week Committee has planned busy days ahead, says its chairman, Harold E. Gray, who is also president of Pan American World Airways. On Monday, Marine and Aviation Day, a World Trade Week queen selected by the International Section of the New York Board of Trade will be crowned. She will preside at each of the week's activities.

Tuesday, World Port Day, sponsored by the Port of New York Authority, will be observed by a harbor inspection. The feature event of World Trade Day, Wednesday, will be a luncheon attended by some 500 representatives of international business and civic groups.

Thursday has been designated as World Communications Day, sponsored by the World Trade Association of the Greater Newark Chamber of Commerce. General J. R. McNitt, president of I.T.T. World Communications will be the speaker. And Friday, National Maritime Day, will be the traditional commemoration of the first crossing of any ocean by a steamship (the SS. Savannah, May 22, 1819). Congressman Herbert C. Bonner of North Carolina, a member of the House Committee on Merchant Marine and Fisheries, will deliver the major address.

Also in New York, at the Astor Hotel on the 17th, the American Management Association will hold a seminar on East-West trade. Eugene M. Braderman, Director of the Commerce Department's Bureau of International Commerce, will speak at this seminar.

Area award to Herter

In the District of Columbia, the Metropolitan Washington Board of Trade has selected Christian Herter, the President's Special Representative for Trade Negotiations, to be the recipient of its World Trade Award this year. Ambassadors and commercial attaches from the Embassies have been invited to attend the award luncheon—scheduled annually during World Trade Week—at the Sheraton Park Hotel May 20. The honor goes each year to an area resident who has made an outstanding contribution.

Secretary of Commerce John T. Connor will be the featured speaker at the May 19 World Trade Day Luncheon in New York City's Hotel Plaza.

At a press conference following the luncheon, Secretary Connor will answer questions on subjects mentioned in his speech and on world trade matters generally.

The World Trade Day Luncheon will also be the occasion for presentation of the World Trade Club of New York award to Arthur C. Rutzen, director of the New York Field Office of the U.S. Department of Commerce.

This award is presented each year by the club—an affiliate of the Commerce and Industry Association of New York—to a person who has contributed significantly and consistently "on the working level" to the international trade community.

Rutzen's background encompasses more than 20 years of experience in private international business as well as law practice and service with the U.S. Department of Justice.

Down in North Carolina, the N.C. World Trade Association, the Department of Conservation and Development, and State Ports Authority are sponsoring a World Trade Festival in Charlotte. Hosts are the local chamber of commerce and junior chamber of commerce.

Meetings, work clinics, exhibits, and tours through industrial plants will be featured, winding up with an international fun night on Friday.

Mid-continent hub

Four groups in Kansas City—which is known as the mid-continent world trade hub—are arranging observances there: the International Trade Club of Greater Kansas City, the Transportation Club, the Traffic Club, and the Chamber of Commerce. A week-long exhibition of items produced by 28 Kansas City firms for export is planned at the Ward Parkway shopping center.

The Women's Chamber of Commerce is sponsoring a World Trade Week banquet May 18.

At Little Rock on May 20, and at Des Moines on May 21, the local chambers of commerce have arranged workshops on export. Also at Des Moines, Daniel Goldy, National Export Expansion Coordinator, will install the country's 42d Regional Export Expansion Council, as a part of World Trade Week festivities.

Harold F. Linder, President of the Export-Import Bank, is the speaker for the St. Louis Chamber of Commerce World Trade Week luncheon on the 21st. The preceding evening, Eugene Braderman will address the World Trade Club there.

The International Department of the National Bank of Commerce in Memphis is erecting in the bank lobby an exhibit featuring world trade.

So it grows, throughout the land—a potpourri of activity to promote continuing awareness of the importance of world trade.

William Scranton, Governor of Pennsylvania, in proclaiming World Trade Week in his State, said a few weeks ago: ". . . Expansion of international trade is mutually profitable to all trading nations and promotes good will among them; and the quality and variety of American products demonstrates to people all over the world the vibrant and creative nature of our economy . . ."

TWO YEAR JUMP

Exports by air climb 53%

Delivery speed, packing costs, fast changing demands are reasons for increase

By MILTON KAUFMAN

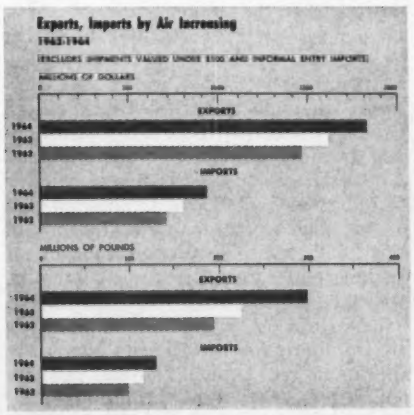
Chief, Shipping and Air Branch
U.S. Bureau of the Census

Between 1962 and '64 air cargo exports from the U.S. increased by 53% in terms of shipping weight and 24% in terms of value according to Bureau of the Census statistics. This compared to increases of 5% in shipping weight and an estimated 11% in value for liner vessel exports.

Air exports for this period amounted to less than ½ of 1% of the liner vessel export shipping weight but an estimated 13% of the liner value. U.S. exports by all methods of transportation combined were valued $21.5 billion in 1962 and $26.2 billion in 1964, an increase of 22%.

The continuing rise in the volume of U.S. exports and imports by air is accompanied by a significant increase in the variety of commodities being shipped by this method of transportation. No longer are air cargo movements confined to fast shipments of emergency supplies, goods of high value, and perishable commodities.

They include a wide range of goods moving in large volume—electronic computers and parts; electrical and electronic equipment and parts; tractor, auto, truck and bus parts; certain metal manufactures; typewriters, television sets, wearing apparel, and pharmaceuticals.



Speed of delivery is one of the important factors in decisions to move cargo by air.

Air industry officials state that the following are some of the direct cost factors which are important:

- Air freight rates
- Packing and crating costs
- Pick-up, transfer and delivery charges
- Insurance premiums
- Documentation and customs clearance service charges

In addition, the following intangible factors are important in decisions to move cargo by air:

Strategic location of overseas inventory control points for fast and efficient distribution is possible

Flexibility in adapting to fast changes of demand

Minimization of damage, theft and pilferage

Special cargo types

Computers undoubtedly move in large quantities by air because of the cost of getting this very expensive equipment in productive operation as soon as possible. In this regard, the higher air freight rate is probably more than compensated for by the earnings realized in the operation of the computers during the days saved in transportation. In addition, computer packing requirements are minimal in shipment by air.

Another class of merchandise moved at present by air is dresses. Packing costs are relatively insignificant in this kind of operation. Also, since the dresses are placed on racks which are rolled on and off the planes, there is no need to unpack and press them on arrival.

Air cargo imports between 1962 and 1964 showed a shipping weight increase of 31% and a value rise of 23% compared to a growth of 2% in shipping weight and 12% in value for liner vessel imports. Air cargo imports during the period 1962-1964 were less than ½ of 1% of liner import shipping weight and approximately 10% of the liner import value. U.S. imports by all methods of transportation combined showed an increase of 14% from $16.2 billion in 1962 to $18.5 billion in 1964.

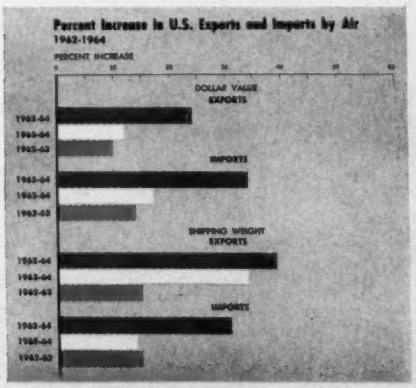
There has been a significant increase in the number of air freight rate, market research and air penetration studies being conducted with regard to U.S. foreign trade. The air cargo statistics compiled by the Bureau are widely used in these studies. For example, commodity, country and U.S. Customs District air export and import statistics which show both value and shipping weight data were used in the International Air Transport Association Cargo Conference in Venice, Italy on May 4, 1965.

Among the principal users of air cargo foreign trade data are agencies of Federal, State, local, and foreign governments, and representatives of domestic and foreign trade and transportation associations and private industry.

The accompanying charts give an insight into the impact of air cargo on the U.S. foreign trade picture. They show the growth of air cargo in the foreign trade transportation field during 1962-1964.

Principal competition

Waterborne cargo carried on "Liner Vessels" is the principal competition for air cargo. Liner vessels are defined as vessels engaged in a type of vessel service offered by a regular operator of dry cargo vessels on berth. Itineraries and sailing schedules of such vessels are predetermined and fixed. The type of cargo carried on these vessels for the most part is "general" cargo. However, some of these vessels may carry "parcel" lots of



bulk cargoes which are not practical for shipment by air.

Commodities in schedule B

The commodity detail shown in the Bureau's air export and import tabulations are in terms of the approximate 3600 commodities appearing in Schedule B, *Statistical Classification of Domestic and Foreign Commodities Exported from the United States,* and in terms of about 10,000 commodities included in the *Tariff Schedules of the United States Annotated (1963)* (TSUSA), respectively. Schedule B and TSUSA are the same classifications used in compiling U.S. export and import data, respectively, for all methods of transportation combined. In addition, the commodity detail shown in both the air export and import publications is in terms of Schedule Z, *Statistical Classification of U.S. Exports and Imports by Air.* Schedule Z represents the consolidation into 122 commodity groupings of the Schedule B and TSUSA classifications.

The TSUSA and Schedule B commodity classifications, have built into them sufficient commodity detail to make combinations of the commodities comparable to various levels of the United Nations *Standard International Trade Classification, Revised* (SITC) and to the production classifications of the U.S. *Standard Industrial Classification* (SIC). It is, therefore, possible to relate both total and airborne U.S. foreign trade information to the foreign trade data of other nations and to U.S. production statistics. Furthermore, since the structure of the *Commodity Classification For Transportation* used in the collection of the 1963 Census of Transportation and the commodity classification used by the Interstate Commerce Commission in its collection of commodity statistics from all regulated carriers, represent a commodity adaptation of the SIC, comparisons of total and airborne U.S. foreign trade data can also be made with U.S. domestic transportation data.

A PALLET OF CARGO is raised toward the cargo door of a Pan American all-cargo Clipper by a scissors lift. Wide cargo doors make possible the air shipment of bulky material that formerly moved to foreign markets by surface transportation. New York airports rank highest in U.S. as export departure points.

Principal countries involved

The principal countries involved in U.S. foreign trade by air in 1964 were the United Kingdom, France, Italy, Canada, West Germany, Venezuela, Switzerland, and Japan with the United Kingdom ranking as the most important. Both in dollar value and shipping weight, New York outranks by far all other U.S. gateways to U.S. foreign trade by air followed by Florida (principally Miami). Substantial amounts of air cargo exports and imports also move through San Francisco and Los Angeles.

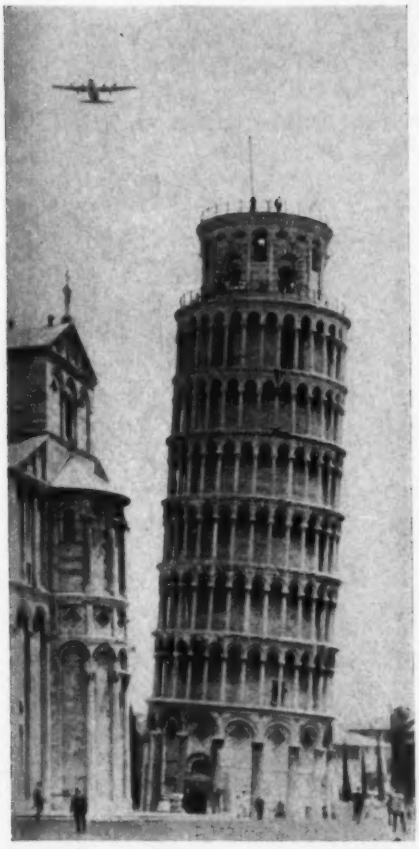
Shipments between New York and Europe are by far the most important of the District/continent routes in the 1964 total U.S. foreign trade by air. Air shipments between Florida and North and South America are next in importance, followed by Los Angeles/San Francisco and Asia/Australia/Oceania.

Use U.S. lines

In 1964 approximately 39% and 46% of air export and import shipping weight, respectively, was moved on American flag carriers. In terms of dollar value, the 1964 American flag participation was 37% for air exports, and 42% for air imports.

Separate data on United States exports and imports by air have been available since 1962.

There is an interest being manifested in other countries in the development of transport foreign trade statistics. At a 1964 meeting in Paris attended by foreign trade experts from 24 countries and 8 international organizations it was concluded that the Statistical Office of the United Nations should make recommendations designed to set up international standards for transport statistics relating to movements of goods in international trade similar to the standards currently in effect with regard to foreign trade by all methods of transportation combined. Statistics on the latter type of foreign trade of various countries (all methods of transportation combined) currently appear in the United Nations publication, *Commodity Trade Statistics.*



BIG BIRD on world tours soars over Tower of Pisa.

U.S. airplane manufacturer stages tub-thumping tour with a Hercules

Jet-powered cargo craft, built with components from 55 firms, leaves Arctic Slope for series of demonstrations in South America

For the second time in less than a year, a crew of U.S. airplane salesmen came home to Marietta, Ga., last week with a new page for the story of export expansion.

Officials of Lockheed-Georgia Co. and some of the 55 firms teaming to produce Lockheed's jet-powered transport, the C-130 Hercules, were back from a South American tour on which they demonstrated the giant airfreighter to government and business leaders in six countries.

Trailing them almost like jet vapors were reports that Latin America was "very much impressed" by the product. Even before the tour started, five of the aircraft were on order by the Government of Brazil, with delivery scheduled late this year.

The demonstration party headed toward the Amazon April 20 aboard a Hercules which had just seen duty on Alaska's Arctic Slope. After an 11,500-mile trip, the group returned to Marietta May 12—three weeks short of a Lockheed anniversary. It was on May 30, 1964, that Hercules started a 52-day demonstration flight around the world. (INTERNATIONAL COMMERCE, Aug. 3, 1964.)

Itinerary

In the course of the South American trip, the 77½-ton propjet plane put down at Panama City, Panama; Bogota, Colombia; Lima, Peru; Santiago, Chile; Buenos Aires, Argentina, and—after a non-stop flight of 3100 miles—Caracas, Venezuela.

As on the global tour, demonstrations included take-offs and landings on short dirt strips and unprepared fields in jungles and deserts; loading, airlifting and unloading heavy cargo, and maneuvers to show the plane's capabilities both in out-of-the-way places and at modern airports.

The Hercules is powered by four turboprop engines manufactured by Allison Division of General Motors, Indianapolis, Ind. They are geared to four-bladed Hamilton Standard propellors.

Other firms involved in the production include General Electric, Harvey Aluminum, Borg-Warner, Sperry-Rand and Westinghouse. The craft costs $2 million-plus, depending on equipment and spare parts.

BDSA helps

Industry and commodity specialists in the Commerce Department's Business and Defense Services Administration cooperated in planning the South American trip, as they did last year's global tour. They supplied Latin American marketing information, assisted in obtaining necessary certifications for the plane and helped in arranging clearances for the craft to fly over 14 countries. The project took two months.

Just before the South American trip, the craft was on a month's duty in Alaska, under lease to Alaska Airlines, transporting heavy construction equipment. More than 780 of the C-130's are in service in 10 countries around the world, Lockheed spokesmen said.

IN AN ABRUPT CHANGE OF SCENERY, this C-130 Hercules airfreighter went from Arctic ice to equatorial jungle last month. Shortly after crewmen unloaded drums of fuel which had been airlifted to Alaska's frozen Lake Edna, the plane headed south for 22-day demonstration tour in South America.

'Demo-Van' rolls in Europe

Ohio firm experiments with selling sophisticated aerospace equipment from a truck

A new kind of traveling salesman hit Europe's highways this month, peddling sophisticated aerospace equipment from the back of a truck.

Lest this capsule description of the man's activity be misinterpreted, let it be understood immediately that he is working for the widely respected Brush Instruments Division of the Clevite Corp. of Cleveland, Ohio, and that Brush has embarked on a frankly experimental search for new export customers.

The experiment involves use of a small U.S.-made truck—Brush calls it a "Demo-Van"—with the interior modified to permit display, demonstration and storage of several varieties of electrical recording instruments. These include devices operating like those which recorded the progress of the Ranger moon shot last March.

HITTING THE HIGH ROAD, this 'Demo-Van' is on an eight-month, 12,000-mile European selling trip for Brush Instruments Division of Clevite Corp., Cleveland, Ohio. Clive Lawler-Wilson (left), head man on the van, is shown with Export Sales Manager John Carge just before departing Cleveland for Naples.

On the road

With Clive Lawler-Wilson, Brush's newly titled director of European sales, in command, the "Demo-Van" last week was on the first leg of an eight-month, 12,000-mile trip on the high road—and the side road—to prospective customers in Italy, Switzerland, Germany, the Netherlands, Belgium, France, England, Denmark, Norway and Sweden.

Brush produces a line of motion and position sensing transducers, surface gaging instruments and recording systems, oscillographs, amplifiers and operations monitors. The firm has been selling abroad for a number of years and has representatives in the 10 countries the van will visit. But only in the last five years has Brush "actively supported" its overseas agents, according to Advertising Manager Curt Howard.

Exports today account for less than 10% of the company's total sales—"not a large portion of our business, but it's significant and we think it can improve," Howard said.

Howard said Europe "is growing increasingly interested in aerospace activity" and that "this whole area of technology requires recording instruments."

Sales Manager Donald E. Pierce said, "We feel there is a substantial foreign market for our direct writing oscillographs and other recording instruments, and we want to test the effectiveness of this means of selling."

Company officials got down to the details of the van project early this year, shipped the vehicle to Naples, Italy, by boat in mid-April. ("It missed fitting in an airplane by 1½ inches," Howard said.) The experiment was on the road May 3 when Lawler-Wilson, accompanied by the firm's agent in Naples, started up the Italian boot toward Rome.

"The van gives us a way to show the instruments in many places where they might not be seen otherwise," Howard said.

"It's easy to tell what the instruments do, but that's not quite like seeing it done. We want to demonstrate to people where they work, whenever possible.

Up to the door

"The van will go right up to the plants and people can come out and look. Or we will take the instruments into the plant and use them on their own equipment.

"We won't sell directly from the van, but we will take orders. It's a hard-sell trip and also an information-gathering trip, in that we don't have complete data on what sort of equipment the European community is especially interested in and what special engineering requirements they might have.

"In addition, we feel our representatives in Europe will benefit by this kind of support and that this project will open better avenues of communication with them."

Local and regional representatives in the 10 countries on the itinerary assisted in mapping routes and making appointments for the van, Howard said. They will accompany van commander Lawler-Wilson as he travels through their territories.

Man in charge

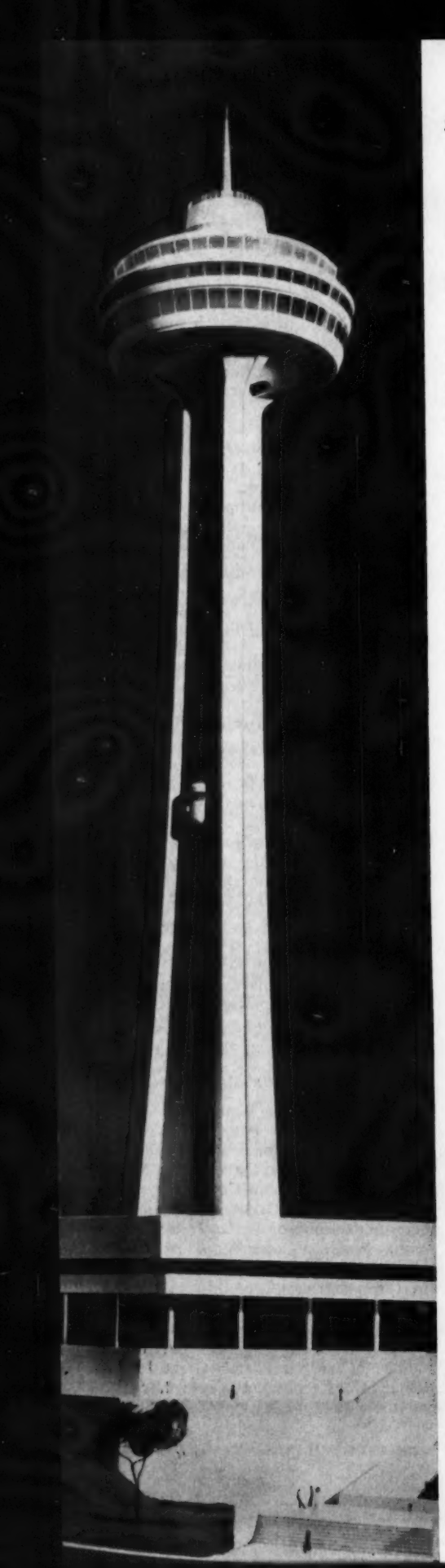
Howard identified Lawler-Wilson as a former sales engineer from the firm's Los Angeles office.

"He has lived abroad, knows European customs and is a personable, intelligent man with a command of languages," Howard said.

Special fittings inside the van include a miniature version of an overhead crane and tables with retractable wheels.

In the process of preparing for the trip, company officials called on the Department of Commerce, through its Cleveland Field Office, for help with technical problems of shipping the van and information on European customs regulations.

Copies of the van's itinerary were forwarded to commercial attaches in U.S embassies and consulates in the 10 countries.



AT NIAGARA FALLS

High-rise mart

Skylon, two-story exhibit hall to open to public this July

Overlooking Horseshoe Falls—a breath-taking good-luck symbol created by nature—the Niagara International Centre is rising to completion at Niagara Falls, Canada, with the formal opening scheduled for mid-July.

More than 100,000 square feet of exhibit space will be housed in a massive two-story exhibition hall at the base of a tower rising 520 feet into the air above the top of the Falls—the highest vantage-point along the Niagara Frontier. From the mezzanine of the exhibit building, visitors will be whisked in three high-speed "bubble" elevators to the top of the Skylon, with its revolving restaurant (one 360° turn each hour), dining room and observation level.

Expect millions

An estimated 11-12 million persons from Canada, the United States and Europe will see Niagara Falls from Queen Victoria Park in 1965. C. C. Hoffman, vice-president and managing director of the Niagara International Centre, expects at least two million of these to tour the Centre and "view this panorama of the world's most modern achievements in travel, science and industry."

The exhibit building, designed as a permanent showcase with a different theme each year, will direct cosmopolitan visitors' thoughts to "Progress in Living" ideas for 1965. Business firms leasing display space will catch interested consumers' eyes and their wares may be added to a great many shopping lists.

Affords prime view

Seven hundred feet above the base of the falls, the Skylon will not only afford a prime view of the entire Niagara Peninsula, but will also—its sponsors are convinced—open up new vistas in international commerce. From an engineering standpoint, too, the 380-foot tapering concrete shaft—the tallest reinforced concrete structure in the world—represents the application of the most modern techniques.

The Centre was developed by a group of independent American and Canadian businessmen, including W. P. Pigott, Pigott Construction Co., Ltd., board chairman; E. J. Buell, Jr., Niagara Wire Weaving Co., Ltd., president; C. R. Reese (retired), H. B. Reese Candy Co., vice president and treasurer; W. H. Young, Hamilton Cotton Co., Ltd., vice president, and William Reiter, Pennsylvania Railroad, Philadelphia, honorary director. Serving as directors are E. C. First, president of Pennsylvania Restaurant Associates, Harrisburg, and Edward J. Buell, Sr., board chairman, Niagara Wire Weaving Co., Ltd.

The retail area at the Centre will be served by two warehouses, one on each side of the border, and American purchasers will be enabled to take delivery on the U.S. side, avoiding payment of customs duties.

ULTRA-MODERN minaret, called "Skylon," will lure millions of tourists to "mecca" above Queen Victoria Park, Canada. Photograph shows a model.

Vital statistics

Basic data on the Niagara International Centre set-up include these facts:

Exhibit building—Two levels, each measuring approximately 200 x 400 feet. Mezzanine overlooking lower floor. Ceilings 22 feet high with no interior walls. Broad aisles. Escalators between levels.

Parking—room for about 1,700 cars and buses.

Roads—Area served by major north-south and east-west highways of United States and Canada.

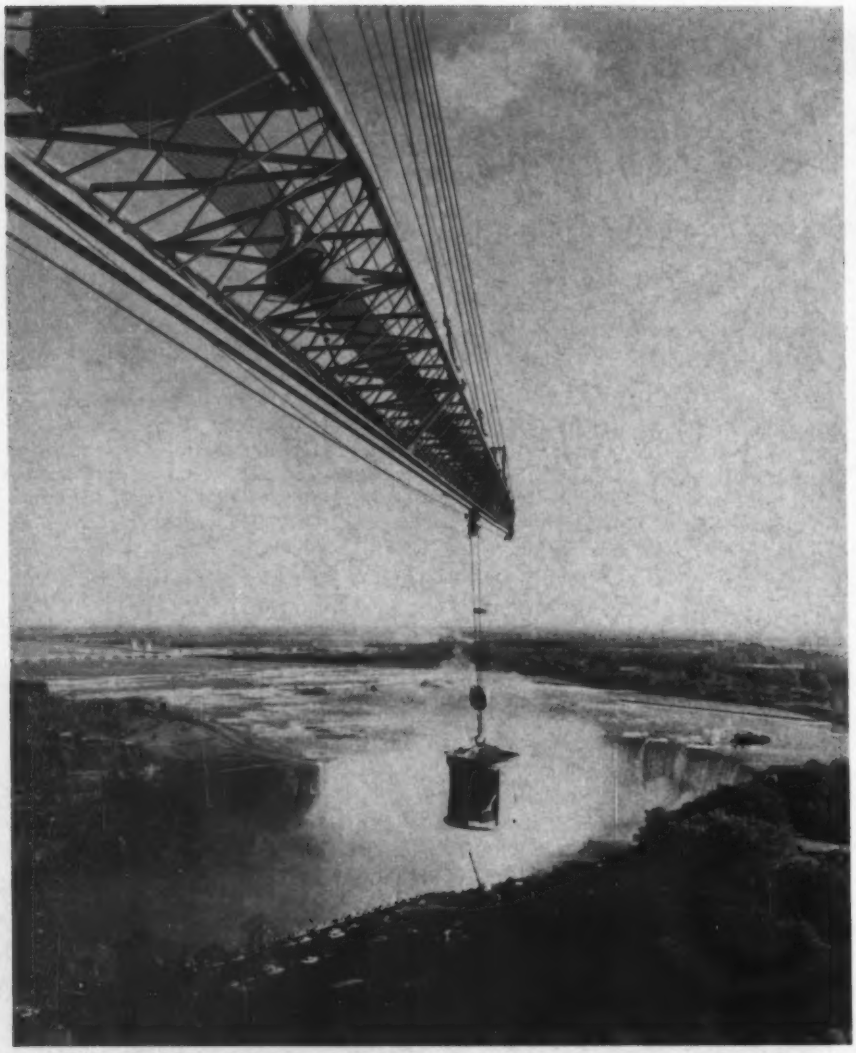
Pedestrian flow—Outdoor escalator will facilitate movement of large crowds in park, up bluff to Centre.

Hours—9 a.m.-11 p.m. daily after mid-July opening. Admission free.

Leasable space—Upper level, approximately 35,000 sq. ft.; lower level, approximately 30,000 sq. ft.

Annual "changeover"—Displays will be organized on an 11-month cycle, with the "new model" changeover taking place in winter or early spring. About three weeks will be allowed on each Exhibit Hall level for preparation of the new presentation, allowing for an uninterrupted exhibits program. Arrangements may be made for new product introductions or special features any time during the annual cycle.

Cost—$10 per square foot for 1965



AIRBORNE BATHYSPHERE hung suspended over Horseshoe Falls as construction began last year on Niagara International Centre. Restaurant-dining lounge will allow 500 guests per meal to enjoy this view.

season (opening day through Dec. 31).

Other costs—Design, fabrication, installation, insurance of exhibit is borne by exhibitor. Centre provides exhibit staff, cleaning, certain exhibit maintenance, and security.

According to promoters of the Centre, it will provide "a new image in world exhibiting," with year-round facilities and services adding up to an opportunity for commercial exhibitors to reach a vast international audience.

The annually chosen themes "will be sufficiently broad in scope to ensure wide public interest, yet afford a common denominator for specific classes of exhibits." Exhibit space will be allocated to manufacturers, suppliers, governments and institutions for display presentations featuring domestic and foreign products and services.

Leaving the elevators, visitors to the tower will be confronted with a central display described in these terms: "An enormous half-globe, representing the Northern Hemisphere, 60 feet in diameter, rising to a height of 35 feet from its base on the ground floor, will be encompassed by a dramatic spiral pedestrian ramp descending to the lower level.

"Within this dome, which is raised on supporting legs to permit all-round traffic circulation, visitors may watch multi-projection of colored slides pertaining to the theme, flashed on a battery of viewing screens mounted on its inner surface."

Write: Anthony B. Golff, director, international marketing, Niagara International Centre, Ltd., 1450 Waggaman Circle, McLean, Virginia. Telephone: (202) 356-5300.

Half-century-old marketing group meeting June 14-16

New York convention to precede tour of U.S. industrial hubs

The golden-anniversary meeting of the World Congress on Marketing, slated for June 14-16 in New York City's Hilton Hotel, is expected to attract more than 2,000 marketing executives from North America, Europe and Asia.

Following the conference, about 200 of the 700 visiting Europeans and Asians will tour key cities, including Chicago, Detroit, Pittsburgh and Washington, D.C., where four of the Association's 60 chapters are located.

A general session will be devoted to international marketing and 34 workshops will deal with marketing management and research and consumer marketing. Special sessions will include defense and space marketing and public utilities.

The Congress theme, "Marketing's Golden Threshold," will promote recognition of marketing as a science, according to John F. Maloney, program chairman, and *Reader's Digest* research director.

"The program," he continued, "will not be loaded with long-range prophecy, but will point up the foundations on which the present marketing structure rests and the new kinds of marketing architecture that are in the design and construction stages."

Write: American Marketing Association, 230 North Michigan Ave., Chicago, Ill. 60601. Telephone: (312) 236-8306.

Chicago center will boost U.S. commerce via seaway

Stepped-up trade between United States Great Lakes ports and Europe, the United Kingdom, Scandinavian and Baltic ports will be the objective of a Center being set up in Chicago.

Raymond P. DeGroote, manager-secretary of the sponsoring Associated Great Lakes Freight Conferences, has announced that he will welcome inquiries and proposals for promoting U.S. international commerce via the Great Lakes-St. Lawrence Seaway route.

Write: Trade Development and Information Center, Associated Great Lakes Freight Conferences, 108 North State St., Room 1106, Chicago, Ill. 60602.

Two Italian exhibitions to show packaging machinery; some U.S. Trade Center space available

Italy's Ipack-Ima 1965 and U.S. Trade Center cooperating in presenting opportunity to show U.S. equipment to 20,000 European users September 11-17 in Milan

By LEIF OXAAL
Executive Director
Packaging Machinery Manufacturers Institute

An exceptional opportunity for selling American packaging machinery and related products has been created in Milan, Italy, through the joint promotional activities of the U.S. Trade Center in Milan and Ipack-Ima (the Italian Packaging Show).

The two are cooperating to assure the success of their respective shows, to be held concurrently Sept. 11-17. The shows are Ipack-Ima 1965 and the Packaging Machinery Show at the U.S. Trade Center in Milan.

In the course of two days of meetings held recently with Ipack-Ima authorities and U.S. Trade Center officials in Milan, I learned some things about the remarkable degree to which those two groups are working hand-in-hand to help U.S. manufacturers get a better crack at the growing Italian market for packaging-related products.

The two major facets of this cooperative program are the double-barrel approach they have adopted to promote attendance, and Ipack-Ima's willingness to help evaluate the marketability of machines being proposed for exhibit at the U.S. Trade Center by American producers.

Large Attendance

The feasibility of the joint attendance promotion is particularly enhanced by the fact that the U.S. Trade Center in Milan is located on the Milan Fair Grounds, home of Ipack-Ima. Ipack-Ima, alone, is expected to draw more than 20,000 visitors from Italy and other parts of Europe, and a majority of these undoubtedly will visit the U.S. exhibit. It's only a short stroll from the Ipack-Ima gate to the U.S. Trade Center.

In addition, promotional and publicity materials being disseminated by each group prominently mentions the show of the other. Each will have cross-listings in their show catalogs. Each show will carry posters and signs promoting the other. And they were even discussing putting up a direct passage-way from Ipack-Ima into the side of the U.S. Trade Center.

The other major feature of the cooperation with Ipack-Ima fostered by the U.S. Trade Center in Millan, is that Ipack-Ima will give candid appraisal of the need for and salability in the Italian market of machinery proposed for showing by U.S. exhibitors. This service is available to U.S. Trade Center exhibitors as well as to those planning to go into Ipack-Ima.

Type of machines needed

To get as much lead time as possible, we prevailed upon the Ipack-Ima officials to prepare a list of types of machinery deemed most suitable for the Italian market at this time. They presented information which evolved into the following list.

It should be stressed that they do not believe the sale of U.S. machinery in Italy is is any way limited to the items listed. But—naturally without being in a position to guarantee sales—these are the kinds of machines they felt were especially needed from the U.S.:

Cartoning, liquid filling, corrugated box-making, aerosol filling and gassing, checkweighing, foil bag-making, thermoforming, film extruding, ampule handling, die cutting, laminating, printing and coating.

Based on the experience of the Packaging Machinery Manufacturers Institute (PMMI), which has been active in the U.S. Trade Center program, several points should be emphasized in connection with the Milan show.

Sign up early

First, if you plan to enter the Italian and Southern European market, or plan to strengthen your situation there through the forthcoming show in Milan, sign up now. (Contact should be made through the Bureau of International Commerce, Project Officer, Milan Trade Center, Washington, D.C., or phone Area Code 112 WO 7-4139.)

Second, double-check what you plan to exhibit by contacting the U.S. Trade Center in Milan; they will get the opinion of the Ipack-Ima people as to the applicability to the Italian market of your machine.

Third, prepare factual product releases

SPIRIT OF COOPERATION is shown at meeting in Milan, Italy of joint group promoting exhibit of packaging machinery and related equipment. Left, Martin Stahl, director, U.S. Trade Center; Dr. Ezio Landini, General Secretary of Ipack-Ima; Leif Oxaal, PMMI executive director and author of accompanying article; Harry Heikenen, U.S. Trade Center; and Dr. Alvise Barison, Italian businessman.

with photographs at the earliest possible date and get this into the hands of the U.S. Trade Center. They have worked out unusually effective means to get your story into the Italian press.

Fourth, if you need an agent, don't wait until the show opens to sign one up. Through their contacts, the Trade Center officials can line you up with qualified prospective agents in advance of the show. You should plan to get there a few days early for interviews.

Fifth, get fact sheets on your products translated into Italian and, if possible, into Spanish, French and German, and have this available before and during the show.

Sixth, if you have an agent already, get him to send out invitations to key prospects, and to make phone calls, telling them of the show and what you plan to exhibit.

Seventh, and by no means the least, inform yourself of all the contact, information and promotional services available through the U.S. Trade Center —and take full advantage of these.

U.S. manufacturers of packaging machinery and related equipment and materials planning to enter the overseas market should bear in mind that, domestically, they now serve only about 6% of the world's population. Many parts of the world, and especially Europe, rapidly are developing the kinds of consumer economics which have made packaging what it is in the U.S.

The overseas potential for American experience and products is vast. However, like entering any new field—in the U.S. or abroad—getting started is not exactly like falling off a log. If you plan to go, plan to stay with it.

the author

The author, born in Norway, attended college in the U.S. and Europe. He was the staff psychological warfare officer at NATO's northern European headquarters from 1951-54; served as assistant secretary of a Washington-based manufacturers' association for five years before joining the Packaging Machinery Manufacturers Institute.

PMMI, active in foreign trade promotion, also produces its own biennial machinery show in the U.S. The PACKAGING MACHINERY SHOW 1965 will be held this year in Chicago, Nov 1-4. Covering more than 120,000 square feet of exhibit space, the show is expected to attract buyers from all over the world.

$346,000 allocated for Mobile Trade Fair use promoting sales in new overseas markets

U.S. goods to be shown overseas by ship, trailer and plane in move to exhibit U.S. goods in new markets

Four mobile trade fair projects, one by ship, another by trailer caravan, and two by aircraft, will receive financial assistance from the U.S. Department of Commerce in a program designed to open new world markets for U.S. products.

The Department announced last week that it will allocate $346,000 to defray certain advertising, port and transportation costs incurred overseas by the following;

Mobile Trade Fairs, Inc., New York, $233,800.

International Trailer Caravan, New York, $86,980.

Intercontinental Marketing Corporation, Philadelphia, $13,900.

Global Presentations, Inc., New York, $11,320.

The approval of these mobile trade fair operators for Government assistance was made by the Department's Bureau of International Commerce which administers the program.

Under the mobile trade fair program, as authorized by Congress, the Commerce Department is directed to "encourage and promote the development and use of mobile trade fairs" when U.S. firms ship their goods aboard U.S. flag vessels, aircraft, or motor carriers, and display them in foreign ports and other commercial centers overseas.

Mobile Trade Fairs, Inc., a non-profit corporation created by the American Export-Isbrandtsen Lines, Grace Lines, and Farrell Lines, will send ships abroad with a series of containerized exhibits. One unit, exhibiting air conditioning, refrigerating and building equipment, is scheduled to depart New York for Europe this month.

International Trailer Caravan, operated by Harold Meyer Expositions, Inc., New York, is a mobile trade fair consisting of a varying number of 35-foot truck-trailer vans, each devoted to a single product category. This project will begin visiting Western European cities in September, 1965.

Global Presentations, Inc., which pioneered airborne trade fairs by converting a DC-7B aircraft into an exhibit plane, is scheduled to carry a Hartford (Conn.) Chamber of Commerce trade promotion show to Western Europe in September, 1965. This will be the second such project sponsored by the Hartford group through Global Presentations. The first was last fall, after which Hartford sources reported more than $1 million in new business.

Intercontinental Marketing Corporation, using the facilities of Global Presentations, Inc., will organize airborne trade fairs. One such fair, sponsored by the Pennsylvania Manufacturers Association, will depart in October for a tour of West European cities.

Information concerning itineraries and space availability may be obtained directly from the four mobile trade fair operators.

Special use of Trade Center facilities invited

The exhibit facilities and conference areas of the U.S. Trade Center in Stockholm were utilized April 5-9 by the National Cash Register Co. of Dayton to display a new electronic accounting machine for the first time in Sweden.

The U.S. Trade Center in London was used in March by the U.K. agent of Cordley & Hayes to stage an exhibition of the firm's water coolers. Some sales were reported during the exhibition and the firm expected follow-up contacts to produce a sizeable volume of additional sales.

Trade Center facilities are often available between regularly scheduled exhibitions for use of U.S. firms wishing to schedule such activities as special showings of their product and sales meetings for local agents.

Write: Director, Commercial Exhibits, Bureau of International Commerce, Washington, D.C. 20230.

AFTER LONDON SHOW

Exhibitors are still busy

U.S. firms at engineering show pressed and rushed but reach the right people

American industry scored a huge success in London with the largest commercial display of products ever mounted under the U.S. export expansion program. Nearly 74,000 saw the U.S. exhibit.

The occasion was the London International Engineering Exhibition. More than 100 American firms entered the U.S. exhibit organized by the Bureau of International Commerce.

Buyer interest, they said, exceeded all expectations during the first seven days of the April 21-30 event. One exhibitor reported heavy attendance from British industry had already enabled him to contact 80% of his potential customers in the U.K.

Into the millions

Preliminary reports indicated a sales potential running into millions of dollars, with interest in all categories of goods displayed—machine tools and accessories, general industrial machinery, electronic instruments and attachments and components, running high.

Several exhibitors had nothing but praise for the show and the amount of business they expect from it.

The Digital Equipment Corp. of Maynard, Mass., exhibited a new computer and reported orders for more than 20 of their machines. The firm intends to set up an assembly and check-out facility in England.

J. Milton, sales executive, said, "We have been rushed off our feet, but the important thing is that we have been able to reach the right people and show them actual hardware. The show has been a great success."

Hugh R. Davidson, president of Davidson & Hemmendinger, Inc., of Easton, Pa., reported "almost certain sales" of four of the company's colorant mixture computers.

"That is far more than we would normally expect to do at an exhibition. We are delighted," he said.

Follow-up planned

On the Vulcan Tool Co. stand, Lee Jones, president of the Dayton, Ohio, firm said, "We have been greatly pleased by the entire show. We have appointed agents and they will have a full program of work for months to come following up all inquiries we have received."

Warren Gill, president of Muskegon Tool Industries, Inc., of Muskegon, Mich., demonstrated his range of two-headed borers and similar machines to thousands of visitors.

Stand full of people

"The market development work has been almost too good," he said. "Our stand has been full of people right from the beginning of the show and it is going to be a major operation to follow up all inquiries we have received."

Albert Lewis, export marketing director for Intellux, Inc., manufacturers of hybrid-thin film micro-circuitry, said, "We came to London purely for market development, a part of our diversification plan.

"We expected to work on the U.K. market for a year before we made a sale. Present indications are we will exceed our first sales target inside of two months," the Santa Barbara, Calif., businessman said.

Lewis paid compliments to the way the show was organized. "We were total strangers, yet at least 25% of the people who came to our stand are aware of us and are looking for us. This has been due to first-class preliminary work by the American Government organizers."

At the Aeroquip Corp. exhibit, G. Deer from Jackson, Mich. said, "There is no wastage in this show. Everyone who comes along is either top executive or practical engineer. They know what they are looking for, and are the people we wanted to meet."

For the first time

Of special importance to the U.S. export expansion program is the large number of U.S. firms that are relatively new to export trade. A third of those at the show were entering the British market for the first time, and many others were seeking to expand their export activities to continental Europe.

Harold E. Hall, Counselor for Commercial Affairs at the U.S. Embassy in London, said, "The most striking thing about this show is that almost all our exhibiting companies are small and medium-sized firms.

"No one standing on the floor of this exhibit and watching the crowd gathering around the U.S. stands can doubt the tremendous untapped export potential of small businesses all over America," he said.

"There is nothing more gratifying," Hall continued, "than to work with these young, dynamic business firms and to watch them discover for themselves the important role they can play in the export trade of the United States."

Industrial pumps to be displayed at Tokyo Center

Annual purchases in Japan reported at $150 million

Twenty-five U.S. manufacturers of industrial pumps and compressors from 16 states will take part in a show at the Trade Center in Tokyo May 19-29.

A market survey conducted in Japan for the Bureau of International Commerce, sponsor of the exhibit, reveals that Japan is a leading world market for industrial pumps and compressors, with annual purchases totaling $150 million. The forthcoming exhibit has been planned to expand the U.S. share of the market, which is about $16 million.

One of 50 shows

The industrial pumps and compressors show is one of 50 exhibits planned this year in the six trade centers located in leading overseas markets.

In 1964, thirty-six shows were staged, where more than 1,300 U.S. manufacturers exhibited their products. Nearly 750 of these were small firms and more than 300 were new to the market in the trade center area.

Floor sales and later sales resulting from trade center shows last year are estimated at $93 million. In addition, 168 agents were appointed to sell U.S. goods abroad.

Housewares

Results of the exhibits of 27 U.S. firms in the Housewares show at the U.S. Trade Center in Milan in the latter part of March are beginning to come in. Orders booked on the floor reached the $100,000 mark, with over $800,000 first-year sales indicated as the result of the exhibition, according to participants.

The Berns Air King Corporation of Chicago, a U.S. firm new to the export market tested market possibilities at the Italian show. Alvin Grossman, vice president, represented his firm at the show and appointed two agents, booking initial orders of $22,500 for humidifiers and portable heaters.

Reny-Porter, Vice-President of Contessa Manufacturing Inc., reported great interest in his firm's products. James B. Leet, Export Director for Grayline Houseware, Inc., and Treasurer of the Chicago Housewares Club, was another U.S. official who named representatives in Italy, Belgium, France and Luxembourg, as a result of his exhibit.

POTENTIAL AGENTS examined merchandise exhibited at the Milan Trade Center Housewares Show and Reny Porter, right (above), found interest in his Contessa products. Below, James Leet, center, answers questions regarding operation of a revolving cup rack displayed by Grayline Housewares, Inc., Chicago.

YUGOSLAVIA

Not this year, but soon

Measures to ease trade gap will keep 1965 imports at last year's level, but country has great potential as trading partner for U.S. firms

Yugoslavia is taking stern measures to keep this year's imports down to last year's level, so efforts to expand U.S. exports to Yugoslavia must be directed toward enlarging our share of a static market.

Given Yugoslavia's recent tendency to conduct a greater share of its trade under bilateral payments agreements, this task will be difficult. Nevertheless, as our recently returned Trade Mission discovered, Yugoslav enterprises have not yet been fully exposed to the possibilities of trade with the United States. A determined effort by individual American firms can still be rewarding, even though this will be a year of retrenchment for Yugoslavia.

Boom conditions characterized the Yugoslav economy during 1964: industrial production for the year was 16% above 1963, retail trade was 22% above the 1963 average, and real personal income for industrial workers was up 26%.

This rapid development was achieved at considerable cost, however. The cost-of-living index at the end of December was 17% above the December 1963 figure, while the foreign trade defiicit on current account was at an all-time high.

Despite a slight improvement in Yugoslavia's foreign trade situation in the fourth quarter, the 1964 trade deficit came to about $424 million, 59% greater than in 1963. Exports for the year totalled $982.7 million, 13% greater than 1963, while imports jumped 25% to $1,322 million.

Although earnings from invisibles, particularly tourism and shipping, were sharply above 1963 levels, the balance-of-payments deficit for 1964 was about $215 million. This put a severe strain on the country's reserve position and forced the introduction of regulations tying hard-currency imports to hard-currency exports.

A strong shift in Yugoslavia's foreign trade toward the Committee for Mutual Economic Assistance (CEMA), The Eastern European version of the common market, occurred during the year, while Western Europe's share of Yugoslavia's total foreign trade declined somewhat. Owing in large part to reduced imports of surplus commodities, the United States share dropped from 17.6% of total trade in 1963 to 13.1% in 1964. However, exports to the United States grew slightly faster (14%) than the overall average (11.6%).

Yugoslavia concluded 1965 trade protocols with all the CEMA countries except Hungary. Judging from these agreements, CEMA's share of Yugaslav trade will continue to grow, since the planned increase with each country is greater than the likely increase in total trade.

Cooperation with U.S.

Yugoslavia's increased ties with CEMA were at least partially balanced by an expansion of cooperation with the United States and other Western countries. Yugoslav-United States relations during the fourth quarter were marked by the signing of two Title IV PL-480 agreements calling for the sale of $40.5 million in surplus commodities, an agreement on the export of Yugoslav cotton textiles to the United States, and an agreement settling claims of American citizens against Yugoslavia.

Trade promotion activities

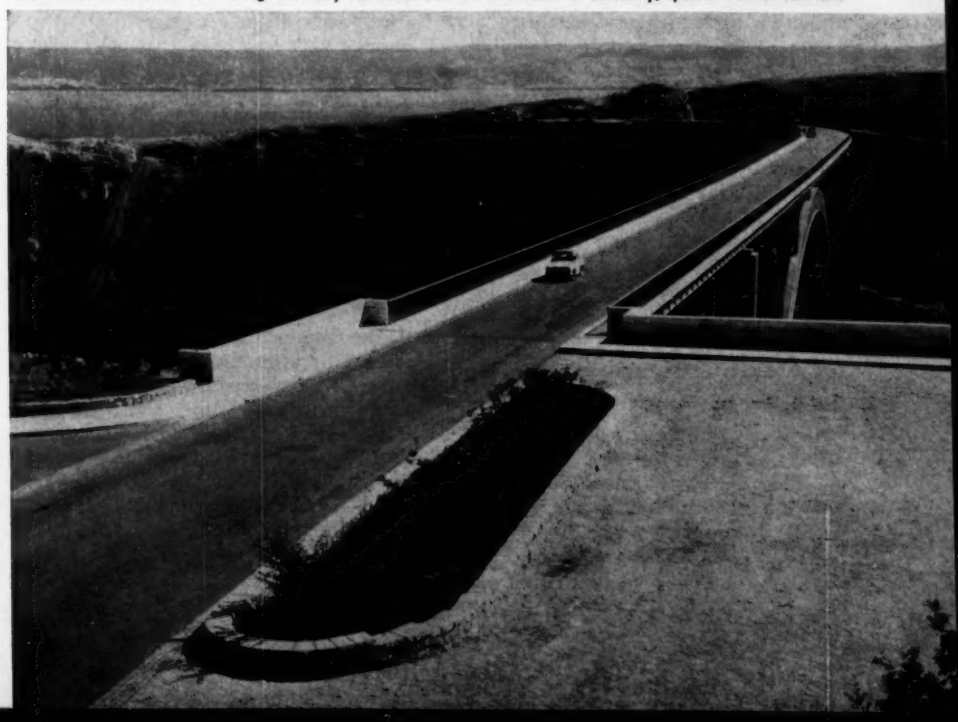
Members of the U.S. Trade Expansion Mission that visited Yugoslavia last October received a warm welcome throughout the country. Yugoslav businessmen were especially interested in developing trade with the United States, while officials spoke frankly of the need for foreign capital to finance continued economic growth.

The Trade Mission found that 40% of Yugoslav business offers were for purchases from the U.S., almost wholly for capital goods. The real hope for U.S. exporters, the Mission found, remains in the area of such vital facilities as power, transport and communications, and production for export. The accent is on the need for special purchase terms.

The Trade Mission took back 33 offers for various kinds of "industrial cooperation" with American firms, including proposals to build facilities under long-term credits to be repaid in the produce of the plant itself.

The business mood was buoyantly op-

NEW ADRIATIC HIGHWAY brings formerly remote areas into the national economy, speeds flow of tourists.



TOURISTS throng Opatija, a famous Adriatic resort. A tourist boom is helping to offset Yugoslavia's heavy trade deficit. The number of tourists in Yugoslavia jumped 27% in 1964, will probably keep growing.

timistic in September during the Zagreb Fair, when *pro forma* invoice orders for merchandise at the U.S. pavilion ran far ahead of all previous occasions, and in October during the Trade Mission's visit.

In the succeeding months, however, measures were taken to slow down investment and restrict hard currency expenditures as it became apparent that there would be a record balance-of-payments deficit, and as domestic inflation threatened to get out of hand. Enterprises that had confidently signed up to purchase machinery exhibited at the Zagreb Fair suddenly found it difficult to acquire the necessary foreign exchange. Business proposals made on the basis of enthusiasm generated by the Trade Mission in October faltered in December for lack of financing. Nevertheless, the Mission aroused widespread Yugoslav interest in American products and provided the foundation for a future expansion of trade.

Gains in most fields

Industrial production in 1964 was up 16%, well above the 11% called for by the Plan. Electrical machinery production rose 32%, tobacco production 41%, output from the metals industry increased 26%, rubber products 24%, nonmetals production 22%, and the chemical industry increased its output 20%.

Production in the shipbuilding industry, which performed badly throughout the year, was 7% below 1963, while nonferrous metal production rose only 3%. Other branches showing only slight improvement over 1963 included the electric power industry (up 5%, but not enough to overcome serious power shortages), and oil production (up 7%).

Tourists flock in

Some 2.2 million foreign tourists visited Yugoslavia during the year—an increase of 27%. Gross foreign exchange receipts from tourism during 1964 reportedly totaled more than $90 million. This was below the hoped-for $100 million, but still a substantial increase over 1963.

The World Bank has granted a $70 million credit to Yugoslavia for the modernization and electrification of the nation's major railroads. The credit will finance work on the Jesenice-Djevdjelija line, the Zagreb-Rijeka route and the Sarajevo-Vrpolje line.

Retail trade during the year was 22% above the 1963 average. The steady increase which began during the third quarter continued throughout the fourth.

During 1964 agriculture remained the weakest sector of the Yugoslav economy. The value in constant prices of total farm production for the year was a disappointing 3.6% above 1963—well below the 7% increase called for in the 1964 Plan. The failure of the year's wheat crop was particularly serious. Production for the year was 10% below 1963 output. Two Title IV PL-480 dollar sale agreements were signed toward the end of the year.

Inflationary trends

Factory prices of industrial producers' goods rose 6% during the year. Agricultural prices (both wholesale and retail) went up about 30%, and services 8-9%. The cost of living in December was 17% higher than at the beginning of 1964.

These price increases stemmed from two basic causes: (1) administrative measures to bring the prices of agricultural products, certain industrial raw materials, and electric power into line with the general price level, and (2) classic inflationary pressures resulting from a gap between supply and demand.

Various steps have been taken by the government and banks to dampen the inflationary pressure. Most important were measures to tighten credit regulations for investments in fixed capital and for automobiles and other durable consumer goods. One measure prohibits any new construction of administrative and government buildings; others require social-political communities such as communes and republics to increase their budgetary reserves, and enterprises to deposit a greater percentage of the estimated cost of new investments.

Other measures taken since the turn of the year include a general price freeze and the establishment of new credit standards, restrictions on the expansion of the money supply, and new reserve requirements by the National Bank.

In addition, a draft bill now before the Federal assembly calls for limitations on the use of investment funds held by enterprises and local governments.

Trade prospects

U.S. businessmen should not expect 1965 to be a year which will see a rapid growth of exports to Yugoslavia. Yugoslavia expects to hold its imports at virtually the same level as 1964, and strict application of the regulations tying imports to exports will leave little room for maneuver.

Nevertheless, Yugoslavia has a sound

base for continued economic growth and there is no sign of diminished enthusiasm.

The trend toward liberalization of Yugoslavia's domestic economy and foreign trade has been set, despite the institution of the restrictive measures mentioned above. These measures have all been labeled "temporary." With the restoration of stability, we can expect an increasingly freer market.

Yugoslavia's future expansion will perhaps not achieve the breakneck pace of the past two years, but the promise of a very substantial market is there.

There is no reason to believe that the present U.S. share of the market has come close to achieving its true potential.

This year may indeed be a good one for broadening contacts between American firms and Yugoslav enterprises, to set the stage for expanding trade relationships.

Ivory Coast's impressive growth attracts world trade, investors

U.S. sales to African nation more than tripled during 1964; several American firms may set up regional offices in capital

The Ivory Coast's impressive economic expansion has resulted in record production of coffee, cocoa, hardwood, bananas, and pineapples. Export earnings have increased and foreign private investment continues to flow into the country. The economy showed an 8% growth rate as the gross domestic product rose from $754 million in 1963 to $820 million in 1964.

Abidjan, the capital, is developing as a regional commercial and financial center in which the African Development Bank is establishing its headquarters, the World Bank (IBRD) is setting up a regional office, and several American firms may establish regional representatives.

Foreign trade figures for the first 11 months of the 1964 show that the balance of trade remained favorable, but decreased from $55 million (1963) to $45 million (1964). Trade surplus will probably continue to decline in 1965, as the volume of imports rises while the world price of coffee remains at its present low level.

The Ivory Coast's total export for 11 months of 1964 rose from $204 million to $257.6 million, an increase of 26%. The share of total exports to France fell from 48% in 1963 to 36% in 1964.

Imports up 40%

Imports rose from $152 million in 1963 to $212.7 million in 1964, an increase of 40%. The shift in the pattern of trade begun in the first half of 1964 continued throughout the year, as France's share of the import market decreased from 64% in 1963 to 60% in 1964. The absolute value of imports from France, however, rose from $97.6 million to $128.8 million.

Imports from other EEC countries rose from $15.1 million to $21.8 million during the same period.

The U.S. became the Ivory Coast's leading buyer of coffee ($44 million) in 1964, and her second most important overall client. Total exports to the United States in the first 11 months of 1964 jumped to $55.5 million (22%), from $25.9 million (13%) for a comparable period of 1963.

The United States increased its share of the market from 4% in 1963 to 9.8% in 1964, with an increase in value from $5.8 million to $20.8 million. Included in this increase, however, are: PL 480 shipments, $3 million; AID grant equipment, $1 million; and jet aircraft for *Air Afrique*, $6.7 million.

U.S. can sell more

Prospects for a continued rise in imports from the United States are good. American firms should find an increasingly favorable situation due to the rapid growth of the economy, adequate foreign exchange reserves, and the gradual removal of discriminatory licensing, taxing and administrative procedures.

The best export opportunities appear to be in road building and heavy construction equipment, agricultural and forestry machinery, refrigeration and air conditioning equipment, electronic and electrical equipment, chemicals and insecticides, and wheat.

While certain restrictions still favor France and the EEC, U.S. goods will face less discrimination than in the past. One example of this liberalizing trend is the increase of the global quota for consumer goods by 20%. Another is the cancellation of the requirement that the Ivory coast must import its wheat from France.

The volume of industrial business continued to expand, with the 1964 level of $95 million representing an increase of 12% over the 1963 level of $85 million. New plants are engaged in: cocoa processing; pineapple canning and coffee sorting; wood peeling; and manufacture of soaps and detergents.

The coming year should see the opening of an $18 million oil refinery, a $1 million milk products plant, a $1 million shoe factory, and a $1 million cement clinker plant.

The Government has programs to mechanize agriculture and develop the uninhabited southwestern region. Public construction continues unabated with several projects planned for 1965: a second Abidjan bridge, costing $14.5 million; San Pedro port development, $12 million; University Hospital Center, $8 million; school projects, $5 million, and four movie theatres, $700,000.

The climate for foreign private investment remains good. Contributing to this positive atmosphere are liberal investment codes, an Investment Guaranty Agreement, a favorable government attitude toward private enterprise, political stability, availability of $450,000 in Cooley Funds, and a development bank which provides long-term credit for private enterprise. Numerous investment opportunities exist, particularly in the processing of agricultural goods, woodworking, and mechanical assembly.

Copies of a recent report on economic developments in the Ivory Coast, prepared by the U.S. Embassy in Abidjan, are available on loan from the Bureau of International Commerce, BIC-8430, Department of Commerce, Washington, D.C. 20230.

Bolivian cane growers buy 500 U.S. tractors

Bolivia's Federation of Sugar Cane Growers has purchased 500 tractors from the Titan Tractor Co., 500 Fifth Ave., New York, N.Y., for use by its growers.

The Federation selected the 12 h.p. Titan, which is a large four-wheel garden tractor, as best suited for its cane growers. The tractors are equipped with lights for night work and also have power take-off.

Titan Tractor has plants at Conneaut and Lakeville, Ohio, and at Farmingdale, New York.

South African economic expansion expected to begin levelling off

Rapid growth rate has produced stresses on economy; however, level of U.S. exports should remain high

By JOSEPH DOUGHERTY
Senior Commercial Officer,
U.S. Consulate-General, Johannesburg

South Africa has experienced a continuous increase in economic activity during the past three years, but some leveling off is anticipated during 1965.

The shortage of management and technical personnel and skilled and semi-skilled labor have contributed to an increase in costs as well as to some restriction in production. While there may be a certain amount of hesitancy by some industrialists to initiate plans for expansion, it has not had any significant effect up to the present time.

While the economy is still vigorous, and will continue to grow, it is expected to be at a somewhat lower tempo of activity than the past few years. Nevertheless, South Africa continues to enjoy a high level of economic activity and is still expanding.

South Africa's imports of goods were at record levels in 1964, totaling $2,136 million, an increase of 27% over 1963. The United States supplied $392 million of this total, an increase of 47% over U.S. sales of $276 million in 1963. As a result, the U.S. share of the South African market increased from 17 to 19%.

United States exports to South Africa may be expected to remain at a high level during 1965. South Africa will continue to require capital goods, raw materials and consumer products in view of the vigorous state of the economy and the number of large development projects underway and contemplated.

Shortcomings

The relatively rapid tempo of South Africa's economy has produced stresses in its development, such as the inadequacy of the railway transport system to keep up with demands, the inability of harbors to handle shipping, the fact that the construction industry is unable to keep pace with building requirements, and the slow-down of public services through loss of personnel to industry, which is becoming a critical problem.

The Government has the resources, except for the skilled and semi-skilled manpower problem, eventually to overcome these retarding factors, but it will require time.

Economic forces are now at work which are making it possible for industry to utilize non-Europeans to a greater advantage than has been the case. Even the public sector is beginning to recognize the need for the greater utilization of non-European services.

Articles on commercial and economic conditions abroad are prepared in the Office of International Regional Economics, Bureau of International Commerce, unless otherwise specified.

Commodity stories generally are prepared by the Business and Defense Services Administration's (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Significant labor move

In its recent annual conference (March 1965) the Trade Union Council of South Africa (TUCSA) decided to seek an end to the industrial color bar, to support equal pay for all races on the same job and to launch a major campaign to recruit non-white union members. The impact of this significant labor move on wages, inflation, and Government apartheid policies in the economic sphere remains to be seen.

Thus far political factors deriving from increased momentum in the implementation of apartheid against the non-white majority of South Africans have had no appreciable effect on the current phase of economic expansion. Of possible relevance, nonetheless, to longer term considerations of trade outlook and capital goods tenders are the growing external pressures against apartheid, and the uncertain impact on external relations of a mandatory judgment expected in late 1965 by the International Court of Justice concerning South African administration of South West Africa.

South African import permits are granted primarily on the assumption that the product desired cannot be obtained in South Africa, its quality is not as good, or the product is needed to help local manufacturing industry become self sufficient. Existing import licensing regulations do not discriminate against any particular nation.

South Africa plans to grant about the same relatively liberal dollar allocations for importers in 1965 as were granted in 1964. Almost of necessity, imports from most sources will be treated fairly liberally to counter the inflationary trend which is occupying the government's concentrated attention. If the trend becomes more pronounced, the government plans to adopt some restrictions to control prices, restrict credit, and freeze wages to prevent the upward spiral from getting out of hand.

The merchandise trade gap approached $700 million in 1964, causing an adverse balance of payments of $98 million for the year. However, the record gold production of over $1 billion enabled South Africa to retain a fairly strong gold and foreign exchange position. The country's foreign reserves at the end of 1964 stood at a healthy $700 million.

Competitive factors

The United Kingdom remains the principal source of South African imports, with the United States in second place; Germany is third and Japan is fourth and rising rapidly.

Japan is an increasingly active trader in this market. Japanese prices are often more competitive; the goods are of comparable quality to those from the United States. Shipping lines are expanding between the two countries and Japan is buying an increasing amount of raw materials from South Africa.

On the production end, Japanese light commercial vehicles are being assembled in South Africa and within the space of two years Japan has captured 31% of the South African market for this type of vehicle. During the past year, Japanese automotive manufacturers have sold 16,201 commercial vehicles out of a record total of 52,383 sold on the South African market.

South Africa was the second largest buyer of Japanese vehicles during 1964. The Japanese are increasing the number and variety of automobiles which are being assembled in South Africa and will be increasing the local content, to keep step with their competitors.

United States exports consist largely of metal products; industrial machinery

and equipment; electrical equipment; transport, construction, road-building and mining machinery and equipment; motor vehicles, components and accessories; scientific equipment; metal working equipment; textiles, apparel, yarns and fibers; drugs and raw materials for the pharmaceutical industry; chemicals; paper goods, including books, paper and stationery; oils, waxes and resins, paint and varnishes.

United States exporters could improve their position in this market simply by taking a more active interest in it. The selection of agents, import-distributors, or representatives through personal visits by United States exporters to the market would be mutually beneficial.

An illustration of what can be accomplished in an export program when a company brings its full resources to bear, is illustrated by the example of a U.S. manufacturer which sent a representative to study the market for a line of cooking ware, and, after careful consideration, selected an active agent. A promotion program was timed to take advantage of the Christmas buying period. As a result, the firm's product is now firmly established on the South African market.

Consumer goods

Consumer income is increasing among Europeans as well as non-Europeans. The buying power of the latter is estimated at $1,400 million per year and increasing. Their demand for higher quality consumer goods is becoming a buying factor of recognizable significance. This is particularly true of the urbanized African.

The combined purchasing power of these two groups has risen to such an extent that it is difficult for domestic suppliers to meet the demand and at the same time provide a sufficient surplus for any appreciable increase in exports. Consequently, South African exports in 1964 increased by only 3% compared with 1963, while imports increased 27%.

Some opportunities exist for United States exports of consumer goods to the South African market, particularly in the higher quality ranges and in new and novel products. A wide variety of the standard types of consumer goods is made locally; this production is continually expanding and the quality is improving.

Capital projects

As for capital goods requirements, current South African expansion plans call for the expenditure of more than $3 billion over the next decade. Present estimates include the following: $840 million in iron and steel; $560 million in electric power; $84 million in gasoline from coal; $560 million in transport; $630 million in the Orange River hydroelectric and irrigation project; $100 million in the Palaborwa copper and magnetite mining project in the Eastern Transvaal which is due for completion in 1966; a $100 million steel mill near Johannesburg for the Anglo-American Corporation, and $556 million for innumerable other important projects.

A large proportion of the capital goods which will go into these vast projects will come from South Africa itself since the capability and capacity of the domestic manufacturing industry have improved tremendously during the last few years. However, there will always be a need for a rather wide variety of machines, equipment and materials from other countries. Most of the requirements will be called by tender.

Tenders

Goods either wholly or partially manufactured in South Africa are given certain preferences in tenders, in keeping with the Government's policy to stimulate investment in local industry to make the country as self sufficient as possible. American companies with local agents or associates have a much better chance of receiving serious consideration on tenders than those who do not have such connections. South African subsidiaries, affiliates, branch offices, and licensees of American companies stand as good a chance as local companies on tenders.

In view of the fact that much of the capital goods in the public sector will be secured by tender, American suppliers will need to keep this in mind if they want to participate in this business. Inquiries concerning tenders in the public sector may be directed to the State Tender Board, Locarno House, 323 Schoeman Street, Pretoria.

Raw materials of various kinds are also being placed on a tender basis in both the public and private sectors on an increasing scale.

In addition to the opportunities for capital goods and raw materials, there are a number of opportunities in the field of services. For example, a U.S. firm has the supervisory engineering contract for the Palaborwa project, while two others have had a construction contracts on the South African Oil and Gas Corporation's oil-from-coal industrial complex at Sasolburg in the Orange Free State. The Orange River Project offers opportunities for construction contractors and suppliers.

As an illustration of the opportunities for consultants, an American company has been retained by the Johannesburg City Council on a management contract. Similarly, a New York architectural firm has the design contract for the $50 million Carleton Center Hotel and office building project covering 4 blocks of downtown Johannesburg.

There may also be opportunities for supervisory engineering companies with the South African Railways on various projects.

The Government is also planning on a large harbor project at Richard's Bay on the Northern Natal Coast which will require new railway connections to inland rail heads.

the author

Mr. Dougherty has been stationed at Porto Alegre, Ottawa, Pretorta, Manila, and Sydney since joining the Foreign Service in 1944. The Ohio State graduate also served a tour as an international economist with the Department of Commerce before being assigned to Johannesburg in July 1963.

International bidders to build Jamaica roads

The World Bank has loaned Jamaica $5.5 million for a high priority road project. It will assist in financing the improvement of three sections of the main route from Kingston to the north coast.

A 15-mile four-lane road will be constructed between Kingston and Spanish Town, the third largest city. This road, now two-lane, is the most heavily traveled highway in Jamaica. The second road will be a two-lane road between Spanish Town and Bog Walk, a distance of about 7½ miles. The existing road runs in the bottom of a deep gorge and is subject to frequent flooding. The road will be relocated, involving difficult cuts in steep, rocky slopes, to avoid detours during floods.

The third road extends about four miles from Moneague, north of Bog Walk, to Crescent Park. The present narrow, winding road will be relocated and widened.

Execution of the project is the responsibility of the Ministry of Communications and Works. Outside consultants will be employed to review the designs, prepare specifications and final documents and supervise construction of the Kingston-Spanish Town and Spanish Town-Bog Walk sections.

Construction contracts will be awarded on the basis of international competitive bidding, except for the short Moneaque-Crescent Park Road which will be built by the Ministry itself.

Financial strains cause Tunisia to reconsider attitude toward private sector's development role

Broad austerity program restoring equilibrium to fiscal situation; U.S. shipments won't be affected by expected drop in imports

Acute financial strains resulting from deficit financing and a high rate of investment during the past few years have forced Tunisia to take steps to restore equilibrium.

With the trade deficit piling up to record proportions and the continued deterioration in the balance of payments bringing foreign exchange reserves down to less than $3 million, the government has undertaken a broad austerity program.

In conjunction with a $14.25 million standby agreement with the International Monetary Fund in September, the government devalued the dinar 20%, reduced administrative expenditures, "froze" wages for another year, established new credit restrictions on the public and private sectors, and imposed limits on its own borrowing from the central and commercial banks.

To bring Government revenues and expenditures into better balance, taxes and import duties were raised 10% on January 1. For the first time in years, the anticipated increase in public savings plus foreign assistance should nearly match total government expenditures.

While the stabilization measures will undoubtedly lower total 1965 imports, Tunisian purchases from the United States should not be greatly affected, since over 90% of Tunisian imports from the United States are financed under the AID program.

Total Tunisian imports, consisting mostly of iron and steel, machinery, transportation equipment, cotton textiles, and food products, amounted to $248.4 million in 1964, compared with $222.9 million a year earlier.

France is Tunisia's major trading partner and provided 44% of 1964 imports, or $110.2 million. However, a trade agreement which gave France preferential treatment in Tunisia and guaranteed higher-than-world-market prices for Tunisia's major exports to France was terminated last September. Unless commercial relations improve, France's dominant trading position will probably decline.

Imports from the United States, mostly foodstuffs, agricultural and other machinery, and iron and steel shapes, were $25.6 million in 1964, up $1.2 million from the 1963 level. The United States provides 10% of the Tunisian market and is the country's second largest supplier.

Help for investors

Are you considering investment in emerging world areas? Do you wish to license your technical know-how in developing countries? Do you require guidance in implementing your investment decision?

For assistance on specific investment problems in lesser developed parts of the world, contact the Bureau of International Commerce, Office of International Investment, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: Area Code 202, WOrth 7-4065.

Total Tunisian exports, largely phosphate and its products, wine, and olive oil, were $129.7 million in 1964 as against $126 million in the previous year. Thus, the trade deficit jumped from $96.9 million in 1963 to $118.7 million in 1964.

France took over half of Tunisia's exports in 1964, and the other five members of the EEC nearly another third.

Exports to the United States, mostly olive oil, totaled less than $1 million.

The only really bright spot in the agricultural sector has been the olive oil crop. Although actual production is now estimated at about 85,000 metric tons, or 20,000 metric tons below last November's preliminary figure of 105,000 metric tons, poor crops in the other producing countries and Tunisia's large carry-over create an unusual opportunity for Tunisia to develop new markets. Prices have remained firm and the government expects a successful season.

The industrial sector will undoubtedly be given new impetus by the new 1965-8 Development Plan. Although some large new enterprises are facing initial technical and operational difficulties, progress is reported in a number of new industries.

Superphosphates

A $14.3 million superphosphate plant, partly-owned by American interests, has begun operating. The plant has an annual capacity of 150,000 tons of triple phosphate and will double Tunisia's present output. Further expansion of the phosphate industry is now being planned.

Heavy domestic demand and a growing export market have stimulated cement production. Exports of cement nearly doubled in 1964.

A major expansion of Tunisia's only cotton spinning plant and principal wearing mill is now underway and should be completed early in 1966. The number of spindles will increase from 12,000 to 28,000 and the number of looms from 270 to 1,020. The new facilities are expected to provide two-thirds of Tunisia's cotton textile requirements. A combed wool spinning mill will also be installed, with an annual capacity of 1.3 million meters of woolen fabrics.

Oil discoveries

Oil discoveries of commercial value have been made by a joint Tunisian-Italian company in the Southwestern part of the country, but the size of the field and the speed with which it can begin production are uncertain. Several U.S. and French firms are also exploring for oil.

The government intends to convert the former French arsenal at Menzel Bourguiba near Bizerte into an industrial complex. Here, International Harvester has expanded its sales service company into a tractor assembly plant producing 900 units per year, and a small $38 million government-operated steel mill with a rolling mill capacity of 70,000 tons will begin operating in 1965. Several other industries are planned.

Tourism has continued its rapid growth, with 137,000 tourists visiting the country in 1964. A new government-owned, Hilton-managed hotel will open in the fall.

Most new industries have been financed directly by the government in combination with state-controlled financial agencies, with only a relatively small amount of private participation. The private sector had been further discouraged from contributing to the country's eco-

nomic growth by last year's confiscation of land owned by French and other European citizens.

However, the government is becoming more aware of the need to provide compensation for the expropriated land, and has admitted that it has not taken adequate steps to promote private investment. There are indications that more private foreign investment will be sought and that the private sector of the economy will be encouraged. For example, the Consultative Committee which reviews investment proposals will, for the first time since it was formed in 1956, include two representatives of private industry.

To encourage the private sector and promote private investment, Tunisia hosted two missions of American businessmen in 1964, the second mission being financed entirely by the Tunisian Government. Possible investments for small and medium-sized businesses were examined in food processing, tourism, wood products, ceramics, plumbing, concrete, heating and home appliances, and metal furniture.

The visits led to the establishment of a company for possible investment in two Tunisian firms, and another venture is being considered.

The success or failure of this joint Tunisian-American effort will probably have an important effect on other potential investors and on the role which private investment can play in developing Tunisia's economy.

Dutch convertibles

N. V. Gascon, of Utrecht, has contracted with gas industries in the provinces of South-Holland, Utrecht, Brabant, Zeeland, and Limburg for the conversion to natural gas of 900,000 household connections servicing approximately 2 million appliances.

Through March, only 30,000 connections had been converted in a number of smaller towns. Gascon hopes to have 200,000 conversions completed by the end of 1965.

COSMETICS

Manufacturer of pre- and after shave lotions and mouth-wash concentrates is interested in receiving licensing rights for the manufacture of a complete line of cosmetics, such as nail aids, skin cleaners, shampoos, creams, oils, lotions, powders, rouges, lipsticks, deodorants and perfumes to expand its present production line.

Write: N. V. Odol Co., 110 Kromme Mijdrechtstraat, Amsterdam, Netherlands. WTD.

AID says dollars and gold stay at home

New brochure states case for foreign assistance program as stimulant to export promotion

In the competition for world markets, foreign aid has been "one of our best export-promotion mechanisms," according to a brochure issued by the Agency for International Development.

The brochure says that AID has whittled the impact of foreign aid on the balance of payments to a point where 80% of AID's expenditures last year represented not dollars going abroad, but steel, machinery, fertilizer, and other goods and services purchased in the United States.

Charts in the brochure show the rise in U.S. sales of 11 commodities as a result of the AID's "buy-at-home" policy. The greatest increase during the last four years has been in agricultural and industrial machinery. In 1960, purchases of these in the U.S. amounted to $26 million. In 1964, they reached $170 million. AID purchases of non-ferrous metal in the U.S. rose during the same period from $1 million to $57 million.

AID reports that such purchasing has "undoubtedly raised the cost of providing a given amount of goods and services." These extra costs, however, are offset by the benefit to the balance of payments and by the fact that the countries being helped will "become increasingly better markets for U.S. exports." The brochure cites the cases of Europe and Japan, where American exports have doubled and tripled after the aid program helped introduce American products and then successfully ended.

The indirect effects of aid on the balance of payments are described as cancelling each other out. The two chief indirect effects involved are the "feedback" effect which occurs when dollar outflows take place when aid is channeled through the United Nations or when American technicians spend part of their pay abroad.

The brochure describes how these dollars lead indirectly to U.S. exports since the country receiving the dollars may use a large part of them to buy goods in the U.S.

The brochure also describes the "substitution effect" that may take place when a country receiving U.S. goods under the aid program uses the dollars that it might have spent on them for other purposes. According to the brochure, "statistics do not indicate that a drop-off in commercial trade occurs when there is an increase in aid. Quite the opposite.

For example, while expenditures under the Alliance for Progress have been increasing over the past three years, so have Latin American purchases from the United States through regular commercial channels.

The brochure also reveals that, contrary to many recent allegations, "gold transactions between the United States and aid recipients result in a net gain in U.S. holdings." During 1964, the brochure says the net gain amounted to $63 million in gold.

German store stages parade of U.S. goods

A successful "Fashion Parade from the U.S.A." has prompted the chief buyer for one of West Germany's largest independent department stores to schedule a trip to New York this month to replenish his stock of U.S.-made goods.

Breuninger's of Stuttgart, serving a market of two million persons in a 20-mile radius, staged the springtime event with what store officials described as an initial investment of $250,000 in American merchandise.

A first-floor section of the store was decorated to resemble a U.S. department store, with signs in English. Elsewhere, U.S. travel films were shown and a mock New York policeman walked his beat.

The U.S. merchandise was displayed throughout the store. It included women's clothing and underwear, nightgowns, teen-age girls' clothing, infants' and children's wear, men's shirts and underwear, neckties, costume jewelry, bath towels and face cloths, curtain materials, table cloths and carpets.

Breuninger's said customers were especially interested in the bath towels and face cloths, knitted goods, children's clothing, dresses and blouses for teenagers, men's sports shirts and women's underwear.

Store officials reported "very satisfactory sales" and said no item was a dud. However, there was this discordant note:

Breuninger spokesmen said the U.S. manufacturers with whom they dealt didn't seem too anxious to export, and that some demanded payment on delivery to the store's New York broker despite Breuninger's good credit rating on both sides of the Atlantic.

New Zealand announces plans to start its own steel industry

Steel expected to provide foundation for many other industries; expansion should furnish new sales opportunities for U.S. goods

The New Zealand Government has authorized the provisional board of the New Zealand Steel Co. to launch the new steel industry.

Investigations over the past four years through studies by independent consultants, including the Battelle Institute of the United States, showed the proposed industry could produce high quality steel at competitive prices and at a good profit. The Government's decision and plan of development were based on a recently-completed study for the provisional board of the steel company.

In announcing the Government's decision, Minister of Industries and Commerce John R. Marshall said, "Steel production is the foundation on which many other industries will grow, and the establishment of this industry will give new economic strength to the country."

The industry will be based on indigenous resources principally from the ironsands (titanomagnetic) at Waikato North Head in the South Auckland region.

The deposits in this area, and those within easy reach, contain more than 150 million tons of concentrate with approximately 60% iron and 5.7% titanium. This is more than three times the estimated requirement of an industry producing 500,000 tons of steel a year for 50 years.

New Zealand is fortunate in having sources of iron ore and coal relatively close to each other and to a major market area. The Waikato North Head ironsand deposits and coal reserves are within 50 miles of each other and the Auckland market, where nearly 50% of New Zealand's demand for iron and steel products originates. The other needed resources of limestone, water and electric power also are readily accessible.

Not available yet

Low-heat-duty refractories, bentonite and dolomite are available from New Zealand sources. However, electrodes, ferro-alloys, and high-duty refractories are not yet manufactured there.

Plans call for a three-stage development program involving an estimated capital requirement of $157 million. The first stage will involve an expenditure of $49 million; stage two, $31 million, and stage three, $77 million.

For the first stage capital requirements, it is estimated that $31 million will be loan money and $18 million would be equity capital, with the Government subscribing to 25% of the equity capital.

The operating company will be predominantly New Zealand owned and controlled. The Government will guarantee the initial loans to be raised by the operating company. The Government also will allow the payment of interest on an internal loan of $8.5 million to the operating company to be deferred until the company has recovered its initial deficit and is operating profitably.

The situation with regard to tenders should become clear in the coming months.

Planned output

Steel production is slated to begin in 1967. Total output will be progressively expanded to 189,000 tons by 1970; 299,000 tons by 1973; 437,000 tons by 1980 and 599,000 tons by 1983. The range and types of goods to be produced will reflect market demand, present and potential growth, export possibilities and existing steel production in New Zealand.

Total demand is expected to be the heaviest for plate and sheet, such as cold-rolled uncoated sheet and cold-rolled galvanized sheet (flat and corrugated), based on imported cold-rolled coil, and billets and wire rod based on the New Zealand ironsands.

Production of these items is planned for the first stage, with production to begin in 1967 or 1968. By 1975 the industry also will be producing cold-rolled strip and welded pipe.

Longer range plans call for the production of hot-rolled strip, sections and rails, and tinplate. It also is proposed that the operating company produce pig iron at an early stage.

The two steel companies now operating in New Zealand, one producing steel billets and the other wire rods, will have their present markets reserved and will be encouraged to increase output of their existing range of products. The proposed industry will supplement the other companies' production in those products according to market demand.

The new industry will be assured of the domestic market for each of its products for the first 10 years of production and thereafter given adequate protection against dumping.

Major development

For a country never noted for its mineral resources, the proposed steel industry, coupled with the recently established oil refining operations, represents a major expansionary development in New Zealand's growing industrialization program. The immense importance of the steel industry to New Zealand is best exemplified by the estimated savings in foreign exchange—$56 million a year by 1978 and $84 million by 1983.

The steady expansion and diversification of industry occurring in New Zealand, particularly the heavier industries, should present new opportunities for American products and equipment. Local entrepreneurs constantly are seeking new product lines which they may manufacture locally under joint-venture or royalty arrangements.

Engineering show scheduled for next year in Sydney

The 7th biennial Sydney International Engineering and Industrial Exhibition will be held at the Royal Agricultural Society's Showgrounds Aug. 15-20, 1966.

The event is sponsored by the Metal Trades Employers Association of New South Wales and is organized by Industrial Public Relations Service of Australia, Ptd., Ltd., Box 4180, G.P.O., Sydney.

Next year's show will continue the trend adopted by the 1964 event of grouping industries for better presentation and for easier comparison of products by buyers and interested visitors.

Products attracting the most attention at the 1964 show included machine tools, electronic equipment, packaging machinery, laboratory compressors and earth-moving and mining equipment.

Pakistan eases marginal deposit rule for importers

The requirement that importers place a marginal deposit of 25% on letters of credit opened to import goods under import license has been rescinded by the State Bank of Pakistan. Letters of credit opened for goods on the Free List continue to require the 25% marginal deposit.

Japan reduces import deposit requirements across the board

Rates lowered to 1% for 437 imported commodities, including industrial raw materials, some machinery

Japan has reduced import deposit requirements across the board for 1,008 imported commodities.

The action reduced the deposit rate for 437 items to 1% and that of the remainder requiring import deposits to a 5% rate.

Items now in the 1% category include industrial raw materials such as fuels, hides, sugar, soybeans and lumber, and also some machinery previously classified in the 5% category.

The following 32 items formerly requiring 35% were lowered to the 1% import deposit requirement classification:

Black tea; quartz (other than natural sands); quartzite, including quartzite no further worked than roughly cut, sawn or split; prepared pigments and prepared opacifiers of the kind used in the ceramic, enameling and glass industries; organic surface-active agents, excluding soap; surface-active preparations and inorganic washing preparations, whether or not containing soap; lubricating preparations and greases;

Activated carbon; activated diatomite, activated clay and other activated natural mineral products; prepared glazings, prepared dressings and prepared mordants of a kind commonly used in the textile, paper or leather industries; fluxes and other auxiliary preparations for soldering, brazing or welding; soldering, brazing, or welding powders and pastes containing metals; pickling preparations for metal surfaces; preparations of a kind used as cores, or for coating of welded rods;

Phenoplasts (including resols), urea resins, polyester resins, polyurethanes and similar polycondensation and polyaddition products and silicon (including modified forms); polyvinyl chloride resins, polyvinyl acetate resins, polyethylene, polystyrene, acrylic resins, polytetrahaloethylene, polyisobuthylene (including liquid isobuthylene), coumarone resins, and similar polymerisation and copolymerisation products; natural resins (excluding rosin) modified by fusion; ester gums; chlorinated rubber, cyclised rubber or chemical derivatives of natural rubber;

Heat-insulating bricks, blocks, tiles and other heat insulating goods of infusorial earth, of kieselguhr, of siliceous fossil meal or of similar siliceous earths; refractory bricks, blocks, tiles and similar refractory construction materials, other than those falling under Tariff No. 1901; retorts, crucibles, muffles and other refractory goods, including nozzles, plugs, supports, tubes, pipes and rods, not elsewhere specified or included;

Precious stones and semi-precious stones, natural, formed to be used for mechanical or industrial purposes; synthetic or reconstructed precious or semi-precious stones formed to be used for mechanical or industrial purposes; shot, angular grit and wire pellets of iron or steel, whether or not graded; nets and nettings and similar materials (including endless bands) of copper wire.

Tool-tips and plates, sticks and the like for tool-tips, unmounted, or sintered metal carbides (for example, carbides of tungsten, molybdenum or vanadium); molds used for shaping metals (other than those for ingots); molding boxes for metal foundry; molds for shaping metallic carbide, glass, rubber, artificial plastic materials, ceramic pastes, cement or other mineral materials; gaskets and similar joints of metal sheetings combined with other materials (for example, asbestos, felt and paperboard) or of laminated metal foil; sets or assortments of gaskets or similar joints, dissimilar in composition, put into pouches or similar packings;

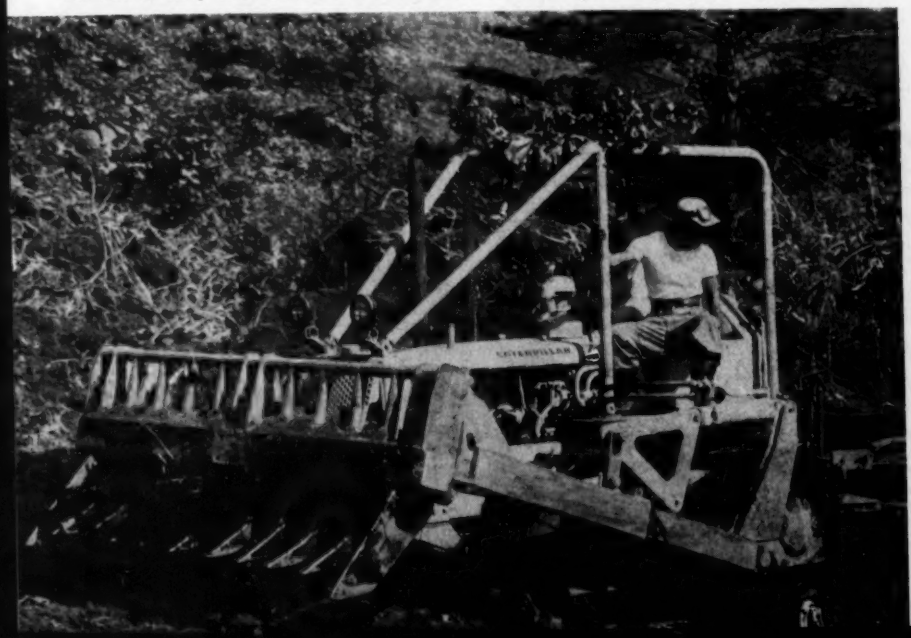
Electric accumulators; hand tools with self-contained electric motor; insulated (including enamelled or anodised) electric wire, cable, bars, strip and the like, whether or not fitted with connectors—power cable and communication cable and those insulated or sheathed with synthetic rubber other than those specified in above; carbon brushes, arc lamp carbons, battery carbons, carbon electrodes and other carbon articles for electric purposes;

Insulators, including insulating tubes; insulating fittings for electrical machines, appliances or equipment and for other types of machinery made wholly of insulating materials, but excluding insulators falling under Heading 8525; electrical conduit tubing and joints therefor made of base metal or lined or coated with insulating material; high-pressure hydro-electric conduits of steel, whether or not reinforced;

Railway and tramway crane workshops and other service vehicles; parts of rolling stock; fire engines, fire escapes, snow plows, spraying lorries, crane workshops, searchlight lorries, mobile workshops and mobile radiological units, not classified under Tariff No. 1702.

In addition to the items for which the deposit rate was reduced to 1% reductions from 35% to 5% were made applicable to 571 other commodities. The latter includes commodities such as bananas, watches, jewelry, sporting goods, fountain pens, personal ornaments, instant coffee, mutton, pianos, household electrical appliances, cameras, handbags, passenger cars, outboard motors, and copying and business machines.

IMPORTS of many U.S. machines such as the above should be spurred by Japan's lower deposit rates.



Exempted items

The deposit rates for 81 products were reduced in April and September 1964. In September 1964, certain items also were specified for exemption from the import deposit requirement. These exempted items included the following classes of goods:

Goods specifically imported for processing and exportation as finished commodities on an individual transaction basis, goods imported and processed for exportation directly from bonded warehouses or factories, and cotton imported

for processing in accordance with terms of third country processing arrangements (PL-480). Merchandise imported by Japanese Government agencies, including local government and national and local public corporations.

Merchandise imported by medical schools and medical institutions primarily for medical treatment purposes; machinery, equipment, and specimens imported by universities for scientific research purposes.

Aircraft and aircraft parts procured on Government account and for the Nihon Airline Manufacturing Co., Ltd., and Japan Airlines, Ltd.

Nuclear fuels and materials, heavy water, and atomic reactors imported by the Atomic Fuel Corp. or Japan Atomic Energy Research Institute, and nuclear fuels imported by the Japan Atomic Power Co. Books and periodicals imported by the Government and public agencies, and by educational organizations under specific authorization of MITI.

Powdered skim milk imported for school feeding purposes.

Import Quota items for U.S. Security Forces in Japan.

Foodstuffs and beverages (Import Quota items only) imported through bonded warehouses or bonded factories for supply to ocean-going ships and international airlines.

This most recent action to relax monetary restraints reflects the gradual improvement in Japan's international balance-of-payments position during the past year. The lowered deposit requirements should have a favorable, although limited, effect on U.S. sales in the Japanese market.

United Kingdom prohibits resale price maintenance

The Board of Trade of the United Kingdom has issued the order necessary to bring the Resale Price Act, 1964, into force.

The sections of the Act outlawing resale price maintenance for all goods not covered by the provisional exemption procedure became operative last April 30.

Suppliers of goods are still able to fix and enforce resale price ceilings, and exclusive dealing and agency agreements remain unaffected. Since April 30, however, it is illegal for suppliers of non-exempt goods to try and maintain minimum resale prices.

For the list of products provisionally exempted, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

EEC, Lebanon initial agreement on trade and technical aid

Treaty is first of its kind between EEC and third countries

An Agreement on Trade and Technical Cooperation has been initiated by the EEC and the Republic of Lebanon. It is the first of its kind negotiated between the Community and its members with a third country.

Except for its most-favored-nation (MFN) clause which will have to be ratified by the parliaments of the member states and Lebanon, most of the provisions will become operative upon signing. Lebanon, moreover, is already getting *de facto* MFN treatment from the member states. The treaty will be valid for three years and can be extended for one-year periods therafter.

Under the Agreement, MFN treatment will apply to "all duties and charges imposed on imports or exports or levied in connection therewith, taxes on international transfers of funds in payment for imports and exports, methods of collecting or levying these duties, charges and taxes, as well as all procedures and formalities relating to importation or exportation, transit, warehousing and transhipment of goods."

Explicitly excluded from MFN treatment are preferences in virtue of an existing or future customs union or free-trade area, preferences which could be granted by the Community to certain countries under agreements consistent with Article XXV of the GATT, those which, as a member of the Arab League, the Lebanese Republic grants or will grant to other members thereof, preferences in favor of border trade, and preferences which, by reason of special circumstances, are accorded by certain EEC member states.

A mixed committee of representatives of the EEC, its member states and the Republic of Lebanon is to watch over proper observance of the trade provisions of the Agreement and survey EEC-Lebanese trade trends. It may recommend trade promotion measures.

The heart of the agreement is coordinated technical assistance to Lebanon by the EEC. The stated purpose of this coordination is to maximize the technical assistance made available by individual member states to Lebanon and to utilize it as effectively as possible.

Technical assistance includes sending experts to Lebanon, technical training of Lebanese nationals in the EEC, preparation of surveys on the development of Lebanon's natural resources, productive capacity, export expansion, and possibly supplying technical equipment to Lebanese educational and research facilities.

When the agreement is signed, Lebanon will have to pass through a Joint Technical Cooperation Group to obtain technical assistance. The joint group will study the applications and report its conclusions to the EEC member states and the Republic of Lebanon, and then follow up the implementation of projects on which a member state and Lebanon have reached agreement.

Lebanon's commitments

Lebanon has undertaken to facilitate all technical assistance activities and committed itself to:

Exempt from duty and other import and export charges all technical equipment furnished by member states, as well as all items for personal use or consumption of the experts they send to Lebanon.

Provide, if needed, grounds and premises necessary for the realization of certain projects.

Defray a part of the administrative expenditures involved in the execution of projects.

A special feature of the Agreement provides that Lebanon communicate information concerning its general investment climate and specific investment possibilities to the EEC member states, especially opportunities for the establishment of subsidiaries with head offices in an EEC member state or joint ventures involving participation of member state firms and Lebanese enterprises.

Protocol No. 2, the so-called Orange Clause similar to existing EEC agreements with Israel and Iran, provides that should the market for oranges in the Community be substantially affected by agreements the EEC might conclude with one or more third countries, the mixed committee will examine the situation.

For an unofficial translation of the French text of this Agreement, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

WORLD TRADE WEEK IN ST. LOUIS

The World Trade Club of St. Louis, participating in World Trade Week (May 16-22) activities across the country, will meet for dinner on May 20.

ESCS steel output and trade buoyant

Netherlands and Italy make best showings; coal production dips

The High Authority recently released statistics comparing 1963 and 1964 European Coal and Steel Community trade in pig iron and steel products. The figures appear to indicate marked effectiveness of the High Authority's 1964 recommendations which raised most steel tariffs to the average Italian level (9% ad valorem) and imposed a $7 per metric ton specific duty on pig iron.

The Community's foreign trade in iron and steel products showed an increase in net exports for the first time since 1960, a decline in imports, and an increase in intra-Community trade.

Imports of rolled products decreased by 2.7 million metric tons (down 19%), while those of pig iron, at only 760,000 m.t., were 40% below the 1963 level. These declines affected all Member States except the Federal Republic of Germany which, with 1.2 million m.t., exceeded its 1963 tonnage by 10%.

Imports from Canada, Japan, and Eastern Europe declined the most. Only the U.K. increased its deliveries, shipping 680,000 m.t., an increase of approximately 25%, and thus became the Community's largest steel supplier.

Exports to third countries increased by 15% to a total of 10.4 million m.t. All Member States shared in the increase which resulted chiefly from exports to EFTA, the U.S. and Africa. Sales to Eastern Europe and Asia declined.

Intra-Community trade increased 15% over 1963 and reached 12.4 million m.t., with all member countries, except Italy which had a cyclical downturn, sharing in the upward trend.

The Community reported an output of 21.8 million metric tons of steel in the first quarter of 1965, 7.9% more than in the same period of 1964. In March, it achieved a one-month record steel production, with 7.7 million metric tons.

First quarter pig iron output, 16 million m.t. as against 14.5 million produced in the same period of 1964, was up 9.8%.

However, coal production fell. In the first quarter of 1965, it was 59.3 million m.t., 2.6% less than the comparable 1964 period.

The most spectacular increases in steel production were in the Netherlands (up 17.3%) and Italy (up 15.2%). Italy had the greatest increase in pig iron output (up 35%), followed by the Netherlands (up 15.7%).

The reduction in coal production was particularly sharp in Belgium with a fall of 7.3% for the first quarter. Output in the month of March, however, was slightly higher than in 1964.

Rhodesia announces new labeling requirements for agricultural chemicals

The Government of Rhodesia has issued new regulations for labeling agricultural chemicals to become effective Jan. 1, 1966.

These regulations will apply specifically to pesticides, and are intended to reduce the danger of injury through mishandling of poisonous substances.

The announcement will be of particular interest to exporters from the U.S. which is a major supplier of pesticides to Rhodesia.

For a copy of the announcement listing the new regulations, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Representations or objections to the new regulations, should be directed to the Secretary to the Ministry of Agriculture, P.O. Box 8025, Causeway, Salisbury, Rhodesia.

Jordan restricts customs exemptions for businesses

All Jordanian Government departments are now required to consult with the Ministry of Finance and Customs prior to negotiating operating agreements with private business firms or institutions involving customs exemption grants. Foreign and local firms are affected by the new directive.

A set of guidelines to be followed in the negotiation of future contracts with business firms also has been issued. Customs-free treatment is to be eliminated for consumable items such as cement, dynamite, paints, iron, wood and special tools as well as foodstuffs, beverages, cigarettes, clothing, and other "personal" goods for foreign employees.

Imports of heavy machinery and motor vehicles necessary to the implementation of the contract, and shipments of household effects for contractors' employees will continue to receive exemption from customs duty provided they are re-exported from Jordan upon completion of the project. They may not be sold in Jordan unless full duty is paid.

New tariff law enacted in Ecuador

Ecuador has enacted a new tariff law, a simplification of the previous system, with a protectionist tone, and a bias toward "essential" imports.

The new schedule, which took effect May 1, brings together all duties into a single system which should be easier to administer.

It adopts the CIF price of merchandise as the "dutiable value" rather than the FOB value used previously, and raises the applicable duty on "luxury" and "non-essential" goods while maintaining the prior level or, in some cases, lowering it for "essential" or "popular consumption" items.

Additional tariff protection is also granted to Ecuadoran manufacturers of automobile tires and locally-assembled refrigerators.

Venezuela nationalizes some service stations

Venezuela has ordered petroleum distribution companies operating in the States of Aragua, Barinas, Carabobo, Falcon, Guarico, Lara, Merida, Miranda, Trujillo, Yaracuy, Zulia, and the Federal District to cede all rights to a certain number of service stations during 1965 to the Corporacion Venezolana del Petroleo (CORVEPET), a state-owned enterprise.

The number of stations ceded should be sufficient to cover at least 10% of the gasoline sold for land transportation by the companies in 1964 in these states and the Federal District.

This move was in further implementation of Decree 187 of Nov. 3, 1964, which provided for 33% participation in the domestic marketing of petroleum products by CORVEPET by 1968.

For the rest of the country (exclusive of areas previously mentioned), the resolution suggests that the oil companies begin negotiations for ceding outlets located in those areas, which, when effected, will be credited against the total number required to meet the percentage of the market assigned to CORVEPET in the Plan of the Nation.

The Association of Concessionaires and Leasers of Service Stations has begun legal action to test the Constitutionality of Decree No. 187 in the Venezuelan courts.

EEC widens market for members' films

Film import quotas between states to be done away with by 1967

The EEC has adopted a new regulation on motion picture production, distribution and projection.

This second EEC regulation in the field of cinematography, completely abolishes film import quotas between Member States as of December 31, 1966. However, Germany has been granted the right to impose import quotas until 1970 on films that are more than four years old. The first step toward the abolition of these quotas was taken in the first film directive passed by the Council on October 15, 1963, when these quotas were increased.

The directive also extends to films from all Member States, as of December 31, 1966, the screen-time quotas which in the past have been used to insure a portion of the market for domestic films only. The screen-time quotas will be applied to Member States' films as defined by the first film directive. Under that directive a film's nationality is determined by the nationality of the production company, of the persons who write the script, prepare the dialogue adaptation and musical score, and the location of the filming. Nationals of other countries may participate in the production of a film within certain specified limits without jeopardizing the status of the film as the product of a Member State.

The new directive also calls for the abolition of restrictions on movie houses which specialize in the showing of foreign language films in their original version, with or without subtitles.

The European film industry has faced strong competition from the growth of other forms of leisure time activities, especially television. Its economic position has also been affected by high fiscal charges on theater receipts and increased production costs.

At the same time, because films are a cultural expression as well as a product of industrial activity, their import becomes a particularly sensitive problem extending beyond the economic factors involved.

These directives are an attempt to extend the provisions of the Rome Treaty guaranteeing the freedom of establishment and the freedom to supply services to the cinematography industry, and to eliminate some of this industry's problems by insuring a larger market for Community film consumption.

The new directive on films is available from the Bureau of International Commerce, U.S. Dept. of Commerce, Washington, D.C. 20230.

Global bidders to supply equipment for Portugal's new thermal power plant

The World Bank has approved a loan equivalent to $15 million for the expansion of electric power in Portugal through construction of the first stage of the Carregado thermal power plant near Lisbon. The plant will have an initial generating capacity of 125,000 kilowatts, and is designed for an ultimate capacity of 500,000 kilowatts.

The total cost of the plant is estimated at the equivalent of about $25 million. The Bank loan will be used mainly to cover the foreign exchange requirements, and the remaining costs will be financed by Empresa Termo-electrica Portuguesa from its own resources and the sale of new shares. All contracts for major items of equipment will be placed after international competitive bidding.

This is the first large thermal plant built since Portugal decided to include major thermal power sources in its power development program, to supplement and balance the predominantly hydroelectric system.

The plant will be located about 19 miles upstream from Lisbon on the right bank of the Tagus River, and should reduce the present need for large power transfers from the north, where most of Portugal's generating sources are concentrated. The plant can be tied into the national transmission at low cost.

Access to the plant by rail, river or road is good and a pipeline from an existing oil refinery in Lisbon is under study. The plant will use imported oil, since the only available indigenous fuel is low-grade coal and Portugal's entire output is used by the thermal plant near Oporto.

CABINETS

Licenses sought to make self-service display cabinets for normal and low temperatures, ice cream and frozen food display cabinets, home freezer cabinets, automatic ice cube and ice flake machines, water coolers, beverage coolers, blower and finned type evaporator coils.

Write: Electrical Industries, (Cape), (Pty), Ltd., Marine Dr., Paarden Eiland, Cape Town South Africa. WTD.

Taiwan railways buying locomotives, freight cars, coaches and safety devices

The World Bank has loaned the Republic of China the equivalent of $20 million to assist in financing high priority items in the current improvement program of the Taiwan Railway Administration (TRA). These consist of obtaining diesel locomotives, passenger coaches and freight cars, the construction of a new marshalling yard near Taipei, the capital, and the installation of improved signalling facilities and of safety devices at grade crossings.

Imported goods and equipment will be procured through international competitive bidding.

The program being assisted by the Bank loan includes the purchase of 55 diesel locomotives; the provision of 150 new passenger cars of various types, of which 89 will be built in Taiwan with imported components; the purchase of components for 1,065 freight cars which will be constructed in TRA's workshops; equipment for centralized traffic control; the installation of automatic block signalling equipment at 200 grade crossings; and materials for the construction of a new marshalling yard at Chi Tu which will be able to handle some 2,000 cars daily.

Austria passes electrical equipment standards law; duplicates can be ordered

The Austrian Parliament has passed a law dealing with safety regulations and standards for electrical equipment which was proposed by the Austrian Cabinet last summer (reported in *International Commerce* of July 13, 1964, p. 38).

This law, the *"Electrotechnikgesetz,"* will become effective on October 6.

The law is similar in intent and operation to other European laws regarding electrical appliance standards.

It was published in the *Bundesgesetzblatt fuer die Republik Oesterreich* (Austrian Federal Law Gazette)issued April 6, 1965, 23 Stueck, Item 57, pp. 512-516.

Photocopies from the *Bundesgesetzblatt* can be obtained from the Photoduplication Division of the Library of Congress, Washington, D.C. 20540, for a nominal fee.

WORLD TRADE WEEK ON S. F. BAY

In observance of World Trade Week, 1965, the San Francisco Chamber of Commerce in cooperation with the World Trade Association will hold its annual World Trade Dinner on May 19.

Indian manufacturer seeks joint venture in aluminum field

Expansion planned with U.S. partner's financial, technical aid

A large manufacturing company in Calcutta is interested in a joint venture or licensing arrangement with a U.S. firm to expand its line of aluminum products.

The firm seeks to expand by adding a line of aluminum products including doors, window frames and accessories, and aluminum furniture. It is also interested in obtaining services of a U.S. specialist in aluminum casting, die making and die designing.

The U.S. firm is expected to provide equipment and machinery that would have to be imported for the venture. Technical know-how, a license to utilize the patents and designs and continued research of the U.S. partner are necessary.

The Indian concern is primarily interested in a joint venture. It is willing, however, to consider licensing agreements on a royalty basis with U.S. manufacturers.

Total cost of the proposed expansion program is approximately $190,000 with the U.S. firm expected to provide about $30,000 or more for imported equipment depending on the scope of the project after negotiation.

The firm currently produces high tension transmission line equipment, all aluminum conductors and accessories, railway electrification, overhead equipment and fittings, non-ferrous pressure and gravity die castings, and fabricated aluminum products.

Two locations

It has two locations in Calcutta, room for expansion, and available space to begin operations now. It has a good staff of engineers and metallurgists, including 10 top ranking technical engineers.

According to the firm, the aluminum industry will expand in India because of the availability of raw materials and three ingot making facilities are already in operation. Consumption of aluminum products is expected to rise with the rise in the standard of living of the people. Plans are to export about 25% of the expanded production to Asian and African countries.

Write: S.N. Mitra, Management Consultant, Electrical Manufacturing Co., Ltd., 136 Jessore Rd., Calcutta 28, India.★ WTD. IR 25 A, B, and C.

Bombay firm seeks partner to make plastic footwear

A Bombay manufacturer of such plastic articles as polyvinyl chloride (PVC) wires and cables, polyethylene lay flat tubings, and injection molded articles seeks a joint venture with a U.S. company to make plastic footwear from PVC.

The U.S. firm is asked to furnish $84,000 worth of equipment and machinery in addition to technical know-how in return for equivalent equity stock of the concern. The total cost of the proposed project is estimated at $210,000.

The Indian Government issued a letter of intent to the firm in December 1964, authorizing foreign participation in the project. Plans call for the proposed plant to have an initial production capacity of 242,000 pairs of footwear a year, rising to a million pairs a year by 1970. It is reported the Indian Government will not allow the importation of plastic footwear in order to protect the existing leather footwear industry.

Polyvinyl chloride, the basic raw material, is already manufactured in India. Two factories produce an aggregate yearly total of 9,600 tons. While existing manufacturers have plans for expansion, other manufacturing projects have been authorized and are under construction, including a project with U.S. collaboration at Mettur in Southern India.

Write: Unipol Plastic Industries Pvt. Ltd., Setalvad House, Mirzapur Road, Ahmedabad, India.★

PAPRIKA CHIP FLAVORING

Licensing agreement sought for the manufacture of the basic flavoring material of paprika chips.

Write: N. V. Handelsvereniging A. J. Ten Doesschate, Menno van Coehoornsingel 10-12, Zwolle, Netherlands. WTD.

PHARMACEUTICALS

Manufacturer of pharmaceutical specialties seeks license to make U.S. specialties.

Write: Laboratoire Pharmaceutique Corbiere, S.A.R.L., 27 rue des Renaudes, Paris 17e, France. WTD.

Kuwait soft drink plant will need U.S. know-how

A Kuwait businessman plans to build the first plant in Kuwait producing cans for and canning non-alcoholic beverages. Manufacture of metal bottle caps is also being considered. He seeks a joint venture with an experienced U.S. manufacturer willing to participate on a minority capital basis which might also include a licensing and management service arrangement and the possible furnishing of imported canning machinery and cans or can stock.

Public and private capital for the venture is readily available in Kuwait, but technical know-how and production management by a U.S. partner is a basic requirement.

The businessman says that approximately 96 million bottles of soft drinks were sold in Kuwait during 1964, and all bottles had to be imported. He plans to replace the returnable glass bottle with disposable tin cans.

As a second stage in the project, canning of foods, particularly fish, is contemplated.

Required machinery and stock would have to be imported. However, under Kuwait's new Industries Law, stock and machinery for the proposed plant would be imported duty free and the company could receive Government support in the form of low interest rate loans, a nominal rent for plant site and possibly aid through a protective tariff.

Write: Abdul-Latif Khaled Al-Hamad, P.O. Box 5124, Kuwait, State of Kuwait. WTD under preparation.

MEDICINES, PHARMACEUTICALS

License sought to make patent medicines and pharmaceutical products in tablets, ampules, capsules, or other forms by firm specializing in production of pharmaceuticals.

Write: Laboratories Sarget-Ambrine, 4 Rue Poquelin-Moliere, Bordeaux, Gironde, France. WTD.

MERGER, JOINT VENTURE

One of the leading Belgian manufacturers of butane and propane cylinders will consider any investment opportunity, merger or joint venture which would enable it to extend its present line of production, or to manufacture new or additional equipment or machinery for the Common Market countries.

Write: S.A. Comet, 140 Koningin Astridlaan, Malines, Belgium. WTD.

Nairobi furniture manufacturer wants expansion venture

Proposes to upgrade factory management, operating standards

The management of a Nairobi firm manufacturing wooden household and office furniture seeks a joint venture with an experienced U.S. furniture maker.

Purpose of the venture is to upgrade factory management and operations standards, introduce modern spray polishing techniques, expand the scope of the business and enter the export market.

The U.S. collaborator would provide financial and technical assistance.

The Nairobi firm, established in 1926, is reported to have a modern factory located in an industrial area on a main road 3½ miles from center city. Working floor space is approximately 14,000 square feet, with an additional 55,000 square feet currently leased for storage.

The plant is on a two acre tract, part of five acres owned by the company. Factory equipment includes a variety of individually motored heavy and light wood-working machines. In addition to furniture the firm makes shop fittings, doors and frames, and office partitions. It provides furniture and furnishings for hotels. A retail showroom is maintained in the city as local business practice in the furniture industry precludes the use of wholesalers.

According to the firm, the greatest potential lies in mass production of standard basic items of furniture requiring modern automatic machinery and sophisticated production techniques. The export of semi-finished furniture is also considered a substantial potential market.

The firm's Board Chairman plans to visit the U.S. during September and October and would be prepared to see firms interested in this proposal wishing to discuss it in detail.

Write: I. Somen, Chairman of the Board, Hutchings Biemer, Ltd., P.O. Box 408, Nairobi, Kenya.★ WTD.

FABRICS

Manufacturer of industrial fabrics seeks U.S. licensing rights to manufacture coated fabrics, industrial fabrics with a pvc base and packing fabrics.

Write: Les Fils d'Emile Senechal, 13 rue des Fontaines du Temple, Paris 3, France.

Investment assistance

It is suggested that firms responding to investment opportunities listed in this section may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C., 20230. (Telephone 202-WO 7-4065 or WO 7-5367).

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce (BIC-8120), Room 6059B, Department of Commerce, Washington, D.C. 20230.

Mexican wants to make U.S. electrical goods

A Mexican manufacturer of transformers and importer of electrical laboratory equipment is interested in obtaining a license from a U.S. producer to make such electrical products as switch breakers, lightning arresters, voltage variators, relays, special transformers, capacitors, soldering irons, heaters and incinerators.

All of the above-named products are subject to import controls imposed by the Mexican Government to protect local producers.

Details of the arrangement remain to be worked out between the Mexican firm and the licensor, possibly on a royalty basis.

Write: Electronica Balteau, S.A. de C.V., Escape No. 21, Naucalpan de Juarez, Edo. de Mexico, Mexico. WTD.

TEXTILES

A large and reasonably well-equipped spinning and weaving mill desires to enter into a business relationship with a U.S. textile manufacturer to expand production of textile products.

Write: Achille Pillot, President and General Mgr., Tissage de La Patiniere, Voiron (Isere), France. WTD.

Pakistan group requests pharmaceutical venture

A prominent Pakistani firm of importers, member of a group of companies with financial interests in many Pakistani and foreign business ventures, proposes a joint venture with an experienced U.S. pharmaceutical manufacturer to produce vitamins and a range of pharmaceuticals.

The U.S. partner is asked to provide technical know-how and financial participation for the cost of necessary U.S. machinery and equipment.

The Pakistani firm is prepared to meet all local costs, including those for land, labor, raw materials and other incidental expenses.

According to the firm, Pakistan imported vitamins valued at about $200,000 in fiscal year 1961-1962 and $240,000 in 1962-1963. Using imported materials Pakistani manufacturers produced vitamin tablets at an estimated value of around $640,000 during fiscal 1960-61.

Although there are several manufacturers and packers of pharmaceutical products in Pakistan, an opportunity reportedly exists for another pharmaceutical establishment able to supply the needs of an expanding market.

Write: Brigadier Mirza Hamid Hussain, Haroon Sons Trading Corp., Haroon Industries, Ltd., 65 Cotton Exchange, McLeod Rd., Karachi, Pakistan. WTD.

CONTAINERS, APPARATUS

Manufacturer of railroad cars, switches, boilers, steel constructions, and other apparatus is interested in becoming a licensee of a U.S firm for containers and apparatus for chemical industry made of heavy plate.

Write: Bahnbedarf Rodberg GmbH, 17 Julius-Reiber-Strasse, 61 Darmstadt, Germany. WTD.

MEDICINES DRUGS

Manufacturer of pharmaceutical specialties seeks U.S. licensing rights on newly-developed medicines and pharmaceutical specialties.

Write: Laboratoires Servier 25 rue Eugene-Vignat, Orleans (Loiret) or its International Department at 100 Ave. de Neuilly, Neuilly (Seine) (Attn: P. Juvin, Director, International Dept.).

ELECTRICAL APPARATUS

Manufacturer of small electrical motors and transformers and transformers varying from 10 to 1500 kva desires to complement this line by manufacturing under license other small electrical apparatus.

Write: Constructions Electriques du Centre (CELDUC), La Mollanche, Sorbiers (Loire) France. WTD.

Jamaica expects investment surge to quicken in '65

Entire nation benefits from continued industrial growth

The upsurge in industrial development in Jamaica will see a record number of factories being established in that Caribbean nation this year, according to the Jamaica Industrial Development Corporation.

Some 40 new factories are expected to come into operation in 1965 under the Government's industrial development program. Negotiations are under way for an additional 40 plants, making a total of 80 expected to be built in Jamaica. The capital expenditure for these undertakings will approximate $28 million, according to the Development Corporation.

In 1962, there were 63 factories operating under the Government's incentives legislation. Since then, 56 new factories have been established. The Corporation said that in 1964 alone 23 new factories went into operation.

A wide range of industries is covered by the new plants scheduled to be opened: including a steel mill, a flour mill, a factory for producing building material from bagasse, and a fertilizer plant.

The Development Corporation says that more and more Jamaicans are participating in the Island's industrial growth, as evidenced by a 26% rise in industrial payrolls from factories which operate under the Industrial Incentives Law.

There has also been progress in the development of a local capital market, the increasing number of joint ventures with overseas capital and increased public stock offerings, according to the Corporation.

To encourage overseas investment in Jamaica, the Government maintains offices of the Jamaica Industrial Development Corporation in New York, London and Toronto.

WORLD TRADE WEEK

The President of the United States has proclaimed May 16-22 as World Trade Week this year. Business, professional, educational, labor, and civic groups are urged to participate by scheduling discussions, exhibits, ceremonies, and other appropriate activities.

Philippine firm wants U.S. partner for cement or superphosphate factory

A Bacolod City mining and rock crushing firm is interested in discussing with an experienced U.S. concern the possibility of a joint venture to establish a superphosphate or cement plant. The U.S. firm would provide both capital and technical know-how.

The Philippine corporation is currently mining, crushing, milling and screening rock phosphate and dolomite lime for fertilizer. According to the firm, crushing is a manual operation while milling is performed by two hammer mills. Inadequate machinery and equipment make it impossible to meet consumer demand. The firm states it has studied the market for superphosphates and is convinced that a local plant would meet a real need.

The corporation says it has also acquired mining claims on deposits of limestone clay, shale, silica and gypsum, and would be interested in discussing the possibilities of a joint venture to set up a cement plant with a U.S. firm able to supply capital and technical know-how. The firm's mining properties are reported to cover about 143 hectares, with the plant located about 30 kilometers from the seaport of San Carlos City.

Write: Twelve Stars Mining Corp., Milagros Building, Governor Gatuslao Street, Bacolod City, Philippines.

Average British family has more to spend

Proportion spent on food is dropping; housing costs only 10% of income

The weekly disposable income of the "average U.K. household" rose to approximately $61.65 in 1963, up 6¾% from $57.75 in 1962, according to an announcement by the Ministry of Labor. The figure for 1964 is estimated at $67, representing a further increase of 8%. However, much of the gain was offset by the continuing rise in consumer prices, as the U.K. index of retail prices advanced 3.3% in 1964.

The accompanying table gives the breakdown of family spending by categories, and indicates that the savings rate in 1963 was slightly more than 9% of disposable income.

Food is the largest single item in the British family's budget, accounting for about 25% of disposable income in 1963. Despite increased food expenditures in 1963, the proportion of income spent on food items is gradually moving down towards the level of the United States, which is about 20% of consumer's disposable income.

The average amount spent for housing, roughly 10% of total expenditures per household, is very low compared to the U.S.

The most buoyant sector of consumer expenditure has been automobiles. In 1963, spending for transportation and vehicles rose a hefty 32%. Outlays for cars have more than doubled during the past five years; and spending for operation and upkeep of motor vehicles has risen almost as fast.

Average weekly spending of British households, 1962-63

Category	1963	1962
Housing	$ 5.67	$ 4.79
Fuel, light & power	3.55	3.17
Food	15.58	15.09
Tobacco & alcoholic beverages	7.71	7.32
Clothing and footwear	4.94	4.67
Durable household goods	3.10	3.31
Other goods	3.79	3.71
Transport & vehicles	6.29	4.77
Services	5.16	4.45
Miscellaneous	.21	.22
Total consumption expediture	**$56.00**	**$51.50**

Source: "Family Expenditure Survey Report for 1963." Her Majesty's Stationery Office, London, 1964.

World Trade Opportunities pages 28-38

Pakistan asks bids on gas transmission, distribution system for Dacca region

The Pakistan Government invites bids on the construction of the Titas-Dacca Gas Transmission and Distribution System. This project includes construction of a gas transmission pipeline from Titas to Demra (near Dacca), a gas terminal station at Demra and also a main gas distribution pipeline system in Dacca and the surrounding areas.

The bid deadline is 10 a.m., June 1. Bids must be accompanied by the firm's demand draft in the amount of U.S. $105, to Aminum Islam, Assistant Chief Accountant, Titas Gas Transmission & Distribution Co., Ltd., EPIDC House, Motijheel, Dacca, East Pakistan.

A set of five tender document attachments can be reviewed (not for loan) in the Building Materials and Construction Industries Division, Room 4014, BDSA (6460), U.S. Department of Commerce, Washington, D.C. The attachments include general conditions; description of work, material, equipment list, schedule of work; specifications; schedule of prices, and list of blueprint exhibits for the transmission line, the main regulating and metering station, and the distribution system.

Philippines wants electronic equipment, spare parts

The Philippine Embassy, on behalf of the Civil Aeronautics Administration of the Philippines, requests bids for various quantities of U.S.-manufactured electronic equipment, supplies and spare parts for operation and maintenance of air navigational facilities in the Philippines.

Among the items wanted are electron tubes and semi-conductors, capacitors and resistors, fuses, aeronautical instruments, intercom system, and tools and spare parts for teletype equipment.

The bids, in triplicate, marked "Electronic Bid" must be received no later than May 31 at the Philippine Embassy, 1617 Massachusetts Ave., NW., Washington, D.C. 20036, Attn: E.S. Martinez or Antero Liwanag, from whom copies of the bid request may be obtained.

A loan copy of the bid set is available to firms located in the U.S. from the Electronics Division, BDSA 6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Hand tools requested

The Ministry of Commerce, State Purchases Directorate "B," 50 Socratous St., Athens, Greece, has announced Tender No. B/242/65 for the supply of hand tools to be used by vocational training schools.

The tender includes various sizes and quantities of chisels, wrenches, drills, hammers and coal furnaces. The bid deadline is June 9.

Specifications are available, on a short term loan basis, to firms domiciled in the U.S. from the GIEC Division, BDSA—6320, Department of Commerce, Washington, D.C. 20230. (Telephone: 202- WO 7-5589).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

011 Field Crop Farms

ECUADOR—Soybeans, peanuts, sunflower seeds in 2000 to 3000 ton lots. Cultivo y Extracciòn de Oleaginosas, S.A. (CEDOSA) (refiner), Casilla 3228, Guayaquil. WTD 4/22/65.

200 Food Products

FINLAND—Entire range grocery products, including canned goods, canned juices, frozen foods, spices, meat, fish products, specialty foods. Fruits, vegetables: fresh, frozen, dried —entire line. Requests full details, prices, terms. Direct purchase or agency. Kaukomarkkinat Oy (wholesaler, importer, exporter, sales agent), Fabianinkatu 9-11, Helsinki. WTD 4/26/65.

202 Dairy Products

LIBYA—Sweet butter, 500-1000 m.t.; constituted 82% fat, 16% moisture, 1% salt, 1% residue; USDA certified. Additional orders for similar quantities and quality to be placed during year. Requests quotations c.i.f. Tripoli or f.o.b. East Coast U.S.; age of butter to be indicated. Yusef Saadi Corp. (importer, exporter), 1 Sharia Tarek, Tripoli. WTD 4/11/62.

203 Canning and Preserving Foods

BELGIUM—Canned and deep-frozen cherries —red, sour, tart, pitted, of Montmorency variety—for sale to bakery industry in Benelux. Direct purchase and agency. F. De Jongh-Pel-

lens p.v.b.a. (importer, wholesaler, exporter, distributor), Th. Roucourtstraat 24, Berchem, Antwerp.

PAKISTAN—Canned and preserved fruit, vegetable, sea food; price quotation c&f Karachi; direct purchase, agency. Rayfayu Traders (importer, manufacturers' agent), 39 Mulla Alibhoy Jaferji Bldg., Karachi 1. WTD 2/17/65.

RHODESIA—Frozen foods, particularly fish; direct purchase and agency. Hodgson & Myburgh, Ltd. (importer, manufacturers' agent), P.O. Box 78, Umtali. WTD 4/26/65.

TOGO—Canned and frozen fish: salmon; black jack; mackerel; Karas, black and white. Initiative Togolaise (importer), B.P. 242, Lome.

204 Grain Mill Products

JORDAN—Concentrated feed for broilers. Arabia Trading & Distributing Agency (importer), P.O. Box 546, Amman. WTD 2/23/65.

KUWAIT—Rice, all kinds; requests price quotations CIF Kuwait; direct purchase, agency. Mishary Khalid Al Zaid (importer, wholesaler, retailer, manufacturer), P.O. Box 3777, Kuwait. WTD 3/28/65.

209 Food Preparations

HONG KONG—Soybean oil. Hotung International, Ltd. (importer, exporter), St. George's Bldg., Chater Rd., Hong Kong. WTD 2/23/65. Cable: HOTUNG Hong Kong.

Flavored gelatin, packed in small quantities, e.g., in 3-oz. packages. L. Jibsen and Co. (importer, exporter), 306 Kwong On Bank Bldg., 137-141 Queen's Rd., Central, P.O. Box 13013, Hong Kong. WTD 8/16/63.

220 Textile Mill Products

FINLAND—Entire range textile products, including yarns, fabrics, ready-made goods, raw materials for textile mills; requests full details, prices, terms; direct purchase or agency. Kaukomarkkinat Oy (wholealer, importer, exporter, sales agent), Textile Department, Fabianinkatu 9-11, Helsinki. WTD 4/26/65.

HONDURAS—Cotton, rayon dress fabrics to be made into women's dresses. Fabrica de Vestidos Americanos, 4a. Calle No. 811, Tegucigalpa, D.C.

SWEDEN—Textile piece goods material such as sandwich-laminated jersey, cotton, nylon material for manufacture of boys', girls' clothing. Lotorps Fabriks AB (importer, exporter, manufacturer), Lotorp. WTD 4/14/65.

225 Knitting Mills

SWEDEN—Men's, youths', women's, misses' knit outerwear, underwear. Kapp-Ahl AB (retailer), Box 99, Molndal 1. WTD 4/23/65.

227 Floor Covering Mills

FRANCE—Woolen carpets; manufacturer, importer seeks collaboration with U.S. carpet manufacturers with view to selling products on U.S. market, importing U.S.-made carpets into France. Manufacture des Tapis de Savoie (manufacturer, importer), 1, Rue Saint-Martin, Vittel, Vosges. WTD 4/26/65.

228 Yarn, Thread Mills

PAKISTAN—Yarn, raw and spun for use in manufacturing wearing apparel. M. Manzur Hussain & Co., Water Works Rd., P.O. box 39, Multan City, West. WTD 4/23/65.

Art silk spun rayon 40 to 150 diners; 70,000 lbs. required; woollen hosiery twist 22/2, 32/2, 48/1, 48/2, 6/41, 6/42, counts. 20 000 lb. K. B. Corp. (importing distributor), 8A Shah Alam Market, Lahore, West. WTD 12/18/64.

Cotton thread: 9, 12, 16 ply; colors white, black, brown; suitable for shoe making. Javaid Corp. (importing distributor), 49/D Shahalam Market, Lahore.

229 Textile Goods

ITALY—Cotton wastes classed for spinning. Lanificio A. Giletti (manufacturer), Ponzone Biellese (Vercelli province). WTD 4/2/65.

230 Apparel

SWEDEN—Men's, youths', boys' shirts, all kinds including polo, sports shirts, separate trousers, blazers, suits, men's, youths', women's, misses' leisure wear, in the medium price range. Kapp-Ahl AB (retailer), Box 99, Molndal 1. WTD 4/23/65.

232 Men's, Youths', Boys' Furnishings

SWEDEN—Leisure type clothing for boys, teenagers such as jeans, jackets, sweaters, as well as novelties within this line; direct purchase and agency. Firma Senytt (importer, wholesaler, manufacturer, sales agent), Falhagsgatan 22, Uppsala. WTD 4/22/65.

236 Girls', Children's, Infants' Outerwear

SWEDEN—All types of leisure type clothing for girls, teenagers such as jeans, jackets, sweaters, caps, scarves, gloves. Also novelties within this line; direct purchase and agency. Firma Senytt (importer, wholesaler, manufacturer, sales agent), Falhagsgatan 22, Uppsala. WTD 4/22/65.

239 Fabricated Textile Products

HONDURAS—Dress trimmings, fabric belting, for use in connection with manufacture of ladies' dresses. Fabrica de Vestidos Americanos (manufacturer), 4a. Calle No. 811, Tegucigalpa, D.C.

242 Sawmills, Planing Mills

SUDAN—White timber, 4-meter lengths: 38 x 76 mm., 155 cu. meters; 30 x 70 mm., 55 cu. m.; 30 x 60 mm., 25 cu. m.; 49 and 24 x 96 mm., respectively 75, 55 cu. m.; 18, 24, 12 x 220 mm., respectively 150, 150, 100 cu m.; 18, 24, 12 x 170 mm., respectively 100, 30, 30 cu. m.; 18, 24, 12 x 190 mm., respectively 45, 60, 50 cu. m.; total 1,180 cu m. Ali Dongula Enterprises (importer, general contractor), P.O. Box 1752, Khartoum.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

---

249 Wood Products

THAILAND—Cedar wood from California, for manufacture of lead pencils. Requests literature, quotations, fob and cif Bangkok. Daniel D. Beaudet, Commercial Co. of Siam, Ltd. (importer, exporter, wholesaler; commission, insurance, shipping agent), 38 Oriental Ave., Off New Rd., P.O. Box 83, Bangkok.

264 Converted Paper, Paperboard Products

IRAN—Cellophane, moisture proof (TP-300), for packaging, 100 ton; cardboard cast coated, 100 ton; direct purchase, agency. Sherkat Sahami Moamelat Kaghaz Va Moghava (importer), 12 Saraye Chitsaz, Tehran. WTD 1/11/65.

275 Commercial Printing

AUSTRALIA—Well-established firm with sales facilities throughout Australia interested in additional lines of stationery, novelties, fancy goods to be handled by large retailers, chain stores. Direct purchase and agency. Theo H. Levy, Pty., Ltd. (importer, wholesaler), 124 Exhibition St., Melbourne, Victoria. WTD 1/22/65.

281 Industrial Chemicals

● **BURMA**—500 kg. of tolbutamide B.P. 70/80 or 100 mesh powder, in 20 kg. drums lined with polyethylene bag; 3,500 kg. of sodium citrate B.P. granular, in 50 kg. fibre drums lined with polyethylene bag; 22,000 kg. of dried magnesium sulphate B.P. 60/80 mesh pure white powder, in 100 kg. drums lined with polyethylene bag; 30,000 kg. of tartaric acid, B.P. 30 mesh powder, 50 kg. fibre drums lined with polyethylene bag; 7,000 kg. arachis oil B.P., 190 kg. net new drums; and 25,000 kg. of heavy kaolin B.P. fine powder, multiply paper sacks with outer gunny single bag wrappers containing 62½ kg. each. Sample of 250 grams required of bidders on each item above, by air mail. Tender No. 171 MSC (BPI), bid deadline May 29. Divisional Manager, Medical Stores Division, Peoples Stores Corporation, Rangoon.★ (Telephone: 202-WO 7-2067).

IRAQ—Solvents, thinners, related raw materials for paint manufacturing. A. Hadi Saleh Mandoob (importer, wholesaler, retailer), 39/45 Victory St., Karkh, Baghdad. WTD 4/23/65.

● **KOREA**—Latex, 60% (dry rubber content), 5,474 gal.; accelerators EZ, 683 kg.; accelerators MZ, 660 kg.; antage SP, 526 kg.; accelerators TP, 235 kg.; vultamol, 49 kg. Tender No. KFX-5039-N, bid deadline May 26. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2067).

Dyestuffs, dyestuffs auxiliary, direct purchase and agency. Kae Sung Industrial Co. (offer agent, wholesaler), C.P.O. Box 842, Seoul.

PAKISTAN—Memosa extract; Myravolan nut extract; tanning substances, all kinds. M. Manzur Hussain & Co. (importing distributor, manufacturer), Water Works Rd., P.O. Box 39, Multan City, West. WTD 4/23/65.

Chemicals, all kinds, organic, inorganic; requests price quotations C&F Karachi; direct purchase, agency. Rayfayu Traders (importer, manufacturer's agent), 39 Mulla Alibhoy Jaferji Bldg., Karachi-1. WTD 2/17/65.

282 Synthetic Materials

SYRIA—Urgently needs raw material for plastic factory; polyvinyl acetate. Manufacturer, wholesaler, exporter of plastics products requests quotation and payment terms cif Latakia Port. Tawfiq Wazzaz, General Mgr., Kanju Bros. Co., P.O. Box 712, Wazir St., Aleppo. WTD 8/25/61.

Urgently needs raw material for plastic factory; 50 tons natural polyethylene for packaging, bags; 10 tons black polyethylene. Manufacturer, wholesaler and exporter requests payment terms, quotations cif Latakia Port. Tawfiq Wazzaz, General Mgr., Kanju Bros. Co., P.O. Box 712, Wazir St., Aleppo. WTD 8/25/61.

283 Drugs

CYPRUS—All kinds of pharmaceutical preparations for human use. Importers, manufacturers' representatives request agency agreement, direct purchase. Lyssiotis Freres, Ltd., P.O. Box 55, Larnaca.

FINLAND—Pharmaceutical bulk substances such as ergotamine, tartrate, phenindione, amixyl. Requests full details, prices, terms. Huhtamaki-Yhtyma Oy (manufacturer, importer, exporter). Kaisaniemenkatu 6, Helsinki. WTD 11/6/64.

285 Paints, Varnishes, Lacquers, Enamels

FINLAND—Paints, varnishes, finishes, related items. Requests full details, prices, terms, brochures if available. Direct purchase or agency. O.Y. Orum A.B. (importer, sale agent), Lonnrotinkatu 30, Helsinki. WTD 4/27/65.

287 Agricultural Chemicals

AUSTRALIA—Large, well-established organization with branches throughout Australia interested in importing weed killers, insecticides for agricultural use. Direct purchase and agency. Hart & Co., Pty., Ltd. (importer, manufacturer, wholesaler), 38 Clarendon St., South Melbourne, Victoria. WTD 1/22/65.

● **IRAQ**—Ammonium sulfate, 21% N, 9,000 m.t., 100 kg. new jute bags; complex fertilizer (20-20-0), 3,000 m.t.; complex fertilizer (25-10-0), 2,500 m.t.; complex fertilizer (15-15-15), 1,500 m.t.; and ammonium sulfate nitrate, 26% N, 1,500 m.t. All except the first item are to be packed in 50 kg. polyethylene lined jute bags, various dates. Bid deadline May 31. General Drugs and Chemicals Imports and Distribution Co. (KIMADIA), British Bank of Middle East Bldg., 3rd floor, Bank St., Baghdad. KIMADIA is sole authorized importer of fertilizers.★ (Telephone: 202-WO 7-2008).

PAKISTAN—Aldrin 40% W/V emulsifiable concentrate, 8725 gal.; dieldrin 20% e.c., 9018 gal.; methyl-parathion 50% e.c., 15,600 gal.; B.H.C. 12% gamma wettable powder, 100 lt.; B.H.C. 10% gamma dust, 50 lt.; endrin 20% W/V e.c., 5994 gal.; toxaphane 80% e.c., 1188 gal.; folithion 50% e.c., 1188 gal.; kelthane M.F. 42% e.c., 1188 gal.; cynogas (40-42% calcium cyanide), 22400 lb.; ethylene dichloride and carbon tetrachloride (EDCT) mixture, 1560 gal.; nemagon 75% e.c., 594 gal.; metasystoc-R-25% e.c., 15,600 gal.; zinc phosphide (rodenticide), 15 lt.; sevin 85% S.P., 4 lt.; D.D.V.P. (Vapona) 40% w/v e.c., 1188 gal.; diazinon 50% e.c., 15,600 gal.; copper oxychloride, 85 lt; winter oil, 5994 gal. Copy of specifications for above chemicals available on loan basis from Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Bash Corp. (importing distributor), Sunlight Bldg., Bank Sq., The Mall, Lahore. WTD 4/9/65.

299 Products of Petroleum, Coal

FINLAND—Full range lubricants, motor oils, anticorrosion products, lubricators, lubricating systems; requests full details, prices, terms; direct purchase or agency. Kaukomarkkinat Oy (wholesaler, importer, exporter, sales agent), Lubrication Department, Fabianinkatu 9-11, Helsinki. WTD 4/26/65.

301 Tires, Tubes

MOZAMBIQUE—Bicycle tires, approximately 14,000; sizes 700 x 35B (28 x 1½ x 1⅜) and 650 x 35A (26 x 1⅜). Bicycle tire tubes, approx. 20,000; 700 x 35B and 650 x 35A. For delivery between Aug. 1 and Dec. 31. Manuel Camara da Costa, Director, Fabrica de Bicicletas de Mozambique, S.O.R.I. (manufacturer), Caixa Postal 2309, Lourenco Marques. Cable: BICICLETAS.

306 Fabricated Rubber Products

● **BURMA**—Rubber sieve balls 1½ in. diameter, rubber brake blocks, rubber rollers and rolls, and rubber balls 1-2 in. diameter. Tender No. 161/MACHY(23) G-4(64-65), bid deadline June 7. Government of the Union of Burma, People's Stores Corp., Machinery, Equipment, Tools and Spare Division, No. 228/240 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-3381).

● Hose pipe siphon, ¾ in. ID, 18 in. long, 300 each. Tender No. 229/FP, bid deadline June 7. General Manager, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon. A copy of the specifications and drawing are available for review only in Room 4037, BDSA, U.S. Department of Commerce, Washington, D.C. 20230.

307 Plastics Products

GERMANY—Plastic pipe, tubing (fibre glass) for very high pressure, 2-6 in. in diameter, non-corrosive, particularly used for salt water, crude oil; urgently request early replies; direct purchase, agency. Arthur Gerlach, Manager, Fagro GmbH fuer Erdoel und Bergbau, Osterstr. 26, Hannover. WTD 11/5/63.

PAKISTAN—Plastic material to be used for manufacturing plastic goods, 100 ton. K.B. Corp. (importing distributor), 8/A Ehah Alam Market, Lahore, West. WTD 12/18/64.

PERU—Melamine, phenolic plastics; manufacturer of 5′ x 10′ particle-board desires to import plastic materials for use as imitation formica or wood veneers. Madera Prensada S.A. (MAPRESA), Casilla Postal 5551, Lima.

316 Luggage

SPAIN—Leather suitcases. Requests replies in Spanish. Molina, S.L. (importer, wholesaler, retailer), Jose Antonio 21, Ceuta. WTD 3/10/65.

322 Glass, Glassware

PAKISTAN—Glassware, all kinds for use in hospitals; requests price quotations C&F Karachi; direct purchase, agency. Rayfayu Traders (importer, manufacturer's agent), 39 Mulla Alibhoy, Jaferji Bldg., Karachi 1. WTD 2/17/65.

329 Abrasive Products

● **BURMA**—Silversmiths stones, various sizes and grades. Tender No. 123/MACH-23/G-3(64-65), bid deadline June 14. Divisional Manager, Machinery, Equipment, Tools & Spares Division, Peoples' Stores Corp., 228/240 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-5652).

331 Steel Mill Products

FINLAND—Alloyed stainless steel sheets, tubes, strips; electrical sheets; ferro alloys; requests full details, prices, terms; direct purchase or agency. Kaukomarkkinat Oy (wholesaler, importer, exporter, sales agent), Metal Department, Fabianinkatu 9-11, Helsinki. WTD 4/26/65.

PAKISTAN—Pig iron, foundry type, 1000 tons; billets 1″ to 4″ lengths 30 to 44 ft., 10,000 tons; ms and g.p. sheets gauge ⅛″ to 1″ sizes 3′ x 8′ and 4′ x 8′, 10,000 tons; corrugated sheets 20′ x 30′, 19′ x 28′, 10,000 tons; soft and hard wire, 8, 10, 12, 14 SWG, 10,000 tons. K.B. Corp., 8/A Shah Alam Market, Lahore, West. WTD 12/18/64.

Galvanized sheets, strips of steel; requests price quotations c&f Karachi; direct purchase, agency. Zelin, Ltd. (importer, manufacturers' agent), Zelin's Corner Victoria/Bunder Rd., POB 7318, Karachi 3. WTD 11/15/63.

● **TURKEY**—1000 metric tons low-carbon ferromanganese, for use as additive in basic oxygen steel process. Detailed specifications. Tender No. 03.2/19-3/47, bid deadline May 28. Eregli Demar ve Celik Fabrikalari T.A.S. Attention: Purchasing Division, Izmir Caddesi No. 34, Yenisehir, Ankara.★ (Telephone: 202-WO 7-4685).

335 Rolling, Drawing, Extruding Nonferrous Metals

FINLAND—Nonferrous metals, aluminum, copper, brass, bronze, mercury; also semiproducts of same; requests full details, prices, terms; direct purchase or agency. Kaukomarkkinat Oy (wholesaler, importer, exporter, sales agent), Metal Department, Fabianinkatu 9-11, Helsinki. WTD 4/26/65.

SUDAN—Corrugated zinc sheets with ten 3″ corrugations, in lengths of 6, 7, 8, 9, 10, 11, 12 ft.: BG 24, weight 3 lb. 2 oz. per ft., total 42 m.t.; BG 26, weight 2 lb. 5 oz. per ft., total 85 m.t.; BG 28, weight 2 lb. 3 oz. per ft., total 20 m.t. Ali Dongula Enterprises (importer, general contractor), P.O. Box 1752, Khartoum.

345 Screw Machine Products

● **BURMA**—Various sizes, quantities of bolts, nuts. Tender No. 160/MACHY(23)G-4 (64-65), bid deadline, June 7. Divisional Mgr., Machinery, Equipment, Tools & Spares Division, People's Stores Corp., 228/240 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

346 Metal Stampings

AUSTRALIA—Well-established firm with sales facilities throughout Australia interested in additional lines of kitchen hardware, novelties, fancy goods to be handled by large retailers, chain stores. Direct purchase and agency. Theo H. Levy, Pty., Ltd. (importer, wholesaler). 124 Exhibition St., Melbourne, Victoria. WTD 1/22/65.

SPAIN—Stamped stainless steel cooking, kitchen utensils. Requests replies in Spanish. Molina, S.L. (importer, wholesaler, retailer), Jose Antonio 21, Ceuta. WTD 3/10/65.

349 Fabricated Metal Products

FINLAND—Cable clamps, sleeves, lugs, connections, related items; interested in full range of these products. Requests descriptive literature, price lists. Direct purchase or agency.

Elektro-Dynamo Oy (importer, agent, manufacturer, wholesaler), Vironkatu 7, Helsinki. WTD 4/26/65.

● **IRAN**—Supply of 50 switch sets; 25 right hand, 25 left hand. Tender No. 43/1875, bid deadline June 21. Iranian State Railways, Maydane Rah Ahan, Tehran. A copy of tender conditions, with drawings, is available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Room 4314, Washington, D.C. 20230.

● Supply of 60 sets of heavy duty railway switches. Tender No. 43/1719, bid deadline June 26. Iranian State Railways, Maydane Rah Ahan, Tehran. A copy of tender conditions, including drawings, is available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Room 4314, Washington, D.C. 20230.

351 Engines, Turbines

LIBYA—Requests catalogs, quotations cif Benghazi for 30 mw. and 10 mw. gas turbine generators. Automobile & Engineering Service Co. (importer, contractor), 8 Green Mountain Bldg., P.O. Box 241, Benghazi. WTD 2/4.63.

353 Construction Machinery

● **BURMA**—One mobile crane, 4-6 ton, with extensible boom, 360 degree slewing, one lot of spare parts; one low bed loader, 10-15 ton diesel, one lot of spare parts. Tender No. 414/MACH 23/G-1(64-65), bid deadline May 28. Divisional Mgr., Machinery Equipment, Tools & Spares Division, Peoples' Stores Corp., 228/240 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-5566).

● One tracklaying type tractor equipped with hydraulic operated dozer attachment (D8 or equivalent). Tender No. 774/16/MACH23/G-1 (64-65), bid deadline June 7. Divisional Mgr., Machinery, Equipment, Tools & Spares Division, Peoples' Stores Corp., 228/240 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-5566).

● Two concrete mixers, diesel engine, air cooled, 10/7 cu. ft. capacity, hydraulic skip, mounted on pneumatic tires; 1 concrete mixer, diesel engine, air cooled, 7/5 cu. ft. capacity, hydraulic skip, mounted on pneumatic tires; 1 concrete mixer, diesel engine, air cooled, 5/3½ cu. ft. capacity, hand tilting drum, mounted on pneumatic tires. Tender No. 159-160-161/5.3.65, bid deadline June 7. General Manager, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-5566).

● Two off-highway haulers, 15 ton capacity, equipped with rock body designed to dump hydraulically to left side only. Diesel powered. Engine spare parts requirement to cover 2 years maintenance. Tender No. 4/MACH23/G-1 (64-65), bid deadline June 14. Divisional Manager, Machinery, Equipment, Tools & Spares Division, Peoples' Stores Corporation. 228/240 Strand Rd. Rangoon.★ (Telephone: 202-WO 7-5566.

HONG KONG—Cranes, bull-dozers, conveyor belts, jack hammers, other building construction machinery, equipment. Hotung International, Ltd. (importer, exporter). St. George's Bldg., Chater Rd., Hong Kong. WTD 2/23/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

354 Metalworking Machinery

● **BURMA**—Various sizes, quantities of steel chaff cutter knives. Tender No. 112/MACH: 23/G-3/64-65, bid deadline June 11. People's Stores Corp., Machinery, Equipment, Tools & Spares Division, 228/240 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-5589).

FINLAND—Pipe bending, pipe cutting equipment; threading machines; related items. Requests descriptive literature, price lists. Direct purchase or agency. Elektro-Dynamo Oy (importer, agent, manufacturer, wholesaler), Vironkatu 7, Helsinki. WTD 4/26/65.

● **IRAQ**—Crankshaft grinders (4), 84″ between centers, 27″ swing over table, 11″ stroke. Tender No. EME/7/1965, bid deadline June 16. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, Iraq. Specifications and bidding conditions may be obtained from the Military Attache, Embassy of the Republic of Iraq, Washington, D.C.

One horizontal milling machine-working surface 51 x 11½ in., longitude 28 in., cross 10 in., vertical 18 in.; one horizontal milling machine-working surface 20 x 16½ in., longitude 40 in., cross 12 in., vertical 18 in., center length spindle to top of table 18 in.; both units require: 1 set milling cutters; 1 can milling component complete with electric vise and indexing device; 1 set arbors; 1 swivel vise; 1 dividing head universal; 1 slotting component with set of tools; 1 drill unit-capacity ¼ to ¾ in.; 1 drill unit-capacity ¾ to 1½ in.; 1 tool post grinder unit for lathe. Electric current 50 cy 220 volt. All above for maintenance shop. Hashim Al-Hilli, DG, Jute Industry Co., (Govt. owned industry), Salam City, Kadhumiyah Baghdad.

KOREA—Machinery, including precision lathes, drill presses for making clocks of various kinds. Chung Kum Products, Ltd., (trader), 30, 2-ka, Myung-dong, Choong-ku, I.P.O. box 1027, Seoul.

NEPAL—Crankshaft grinder 48″, 60″ and 78″; lathes, crankshaft 6′ and 8′; boring machine, automotive maintenance, for 10″ deep holes, 1.125″-4.00″ circumference; requests descriptive literature, price quotations c.i.f. Calcutta. Bhagwati Motor Works, Chhetrapati, Ikhapokhari, Kathmandu.

355 Special Industry Machinery

BELGIUM—Automated furnaces, production machinery for manufacturing glazed ceramic sewage pipe sections, angles. Keramo s.a., (manufacturer), Kempische Kaai, Hasselt. WTD 4/21/65.

CYPRUS—All necessary machinery—new or secondhand with guarantee—for small to medium-size plant for manufacturing, wrapping, packing margarine. Price cif Cyprus including installation, testing. Price range low to medium. Dr. Antonios Georgiades (manufacturer), 3 Florinis St., Nicosia.

FINLAND—Machines, equipment, machine felts, related accessories, supplies for use in paper, pulp industry. Plastics working machinery, equipment. Requests full details, prices, terms. Direct purchase or agency. Kaukomarkkinat Oy (wholesaler, importer, exporter, sales agent), Machine Department, Fabianinkatu 9-11, Helsinki. WTD 4/26/65.

Tire retreading machinery, equipment, related items. Requests descriptive literature, price lists, terms. Direct purchase or agency. Hyvonen & Co. (importer, wholesaler, agent, exporter), Neitsytpolku 2, Helsinki. WTD 4/27/65.

INDIA—Survey-instrument and slide-rule machinery for expansion of present plant in India and establishment of new unit in Nepal: circular dial and vernier engraving machinery for theodolites; dividing and marking machinery; lens-making machinery; engraving machine for glass dials, diaphragms; capstan and turret lathes; mathematical slide-rule making machinery. Requests catalogs, quotations c.i.f. Calcutta. Precision Instruments, Pvt., Ltd., (manufacturer), 176 Qanungoyan St., Roorkee, Uttar Pradesh.

KOREA—Automatic shrimp peeler, for use in shrimp cannery. Mikak Industrial Co., Ltd., (cannery), Central P.O. box 828, Seoul.

LUXEMBOURG—Modern equipment for preparing and handling meat. Requests replies in French or German. Jean Schaber, Association of Young Butchers, 32, rue Henry VII, Luxembourg.

Equipment, machinery for slaughterhouse, meat freezing, meat packing complex. Mathias Berns, Centrale Paysanne Luxembourgeoise, (farmers' cooperative), 38, rue J.-Junck, Luxembourg.

MOROCCO—Offset newspaper press, minimum capacity 5,000 copies/hr., length of inking roll to be 60 cm. (24 in.), for two-color printing. Quotations Casablanca. Africaine de Presse et d'Edition (editor), 16 rue de Foucauld, Casablanca. WTD 4/16/65.

NEPAL—Tanning machinery: complete plant to produce initially 100,000 pieces per year of standard commercial leather, chrome tanned and multi-colored, from water buffalo, cow, and other hides and skins. Requests catalogs, specifications, quotations c.i.f. Calcutta, technical and other advice. Nepalganj Leather Works, Ltd., Nepalganj, Nepal—c/o Post Office, Rupaidiha, District Bahraich, Uttar Pradesh, India.

Complete chipboard plant with initial capacity of 10-15 tons a day. Requests catalogs, specifications, quotations c.i.f. Calcutta, technical and other advice. Bageswari Chipboard Works, (manufacturer), Nepalganj. Nepal—c/o Post Office, Rupaidiha, District Bahraich, Uttar Pradesh, India.

Textile machinery: stitching machine, ticking machine, compression tufter and quilting machine for new factory to turn out 50 quilts a day. Requests quotations cif Calcutta, catalogues, technical specifications, advice. Ratanlal Madhuvanlal (manufacturer), 416 Wotu, Kathmandu.

Machinery for paper industries: complete plant to produce 5 tons of strawboard per 8-hr. shift. Catalogs and quotations cif Calcutta requested. Chainwala Bros. (importer, exporter), Biratnagar, Nepal, c/o P.O. Jogbani Purnea District, Bihar State, India.

Sugar plant machinery: complete plant to produce white crystalline sugar, with a crushing capacity of 500-750 mt. of sugar cane per 24-hr. day. Requests catalogs and quotations cif Calcutta. Ram Bahadur Thapa, Resident Representative, Tara Sugar & General Industries, Pvt., Ltd., Battisputali, Kathmandu.

NETHERLANDS—All kinds of paper converting machinery; price lists and descriptive literature requested; direct purchase and exclusive agency. Tattersall & Holdsworth's Machinefabrieken en Magazijnen "De Globe" C.V., 32 Oldenzaalsestraat, Enschede. WTD 4/16/65.

All kinds of textile machinery; price lists and descriptive literature requested; direct purchase and exclusive agency. Tattersall & Holdsworth's Machinefabrieken en Magazijnen "De Globe" C.V., 32 Oldenzaalsestraat, Enschede. WTD 4/16/65.

PAKISTAN—Machinery for the production of the following items: PVC and other pipes of diameter of ½" up to 16" for sewerage, transmission of natural gases, irrigation; film blowing for the fabrication of bags; coating of jute and paper bags, with plastic; fabrication of components for refrigeration, air conditioner, radio, TV industries; containers for pharmaceutical industries; extrusion of sheet plastics; floor tiles, covering; metalizing of plastic; lamination; electrical characteristics: voltage 440 volts, 3-phase, 50 cycles; direct purchase and agency. Congowala Investments, Ltd. (importer, manufacturers' agent), 16 Mary Rd., Bath Island, Karachi.

Machinery, equipment for flour mill, capacity 10 ton per 8-hr. shift. Last day of bid 6/1/65. K.B. Corp. (importing distributor), 8/A Shah Alam Market, Lahore, West. WTD 12/18/64.

PORTUGAL—Machinery for production of articulated wooden lasts. Direct purchase, agency. J. C. Rodrigues & Ca. Lda. (importer, wholesaler), 129 Rua de Santo Antonio, Oporto. WTD 8/19/64.

URUGUAY—Homebuilding machinery, various types, for construction of light, economical residences. Alejandro N. Acher, Calle Sarandi 485, Montevideo. WTD 4/6/65.

YUGOSLAVIA—Textile machinery such as curtain machines, bobbin warping machines, pattern warping machines, unwinding and folding machines, spindle winding machines, 17 items. List with brief descriptions available from Trade Opportunities Staff, BDSA-6192, Rm. 4203, Department of Commerce, Washington, D.C. 20230. Tekig-Invest (importer, exporter), 9 Ul. Sedmog Jula POB 100, Belgrade.

356 General Industrial Machinery

CANADA—Electric swimming pool heaters. Panelec Electric Heating Co. (wholesaler, distributor), 833 Fort St., Victoria, B.C.

357 Office, Computing, Accounting Machines

FINLAND—Adding machines, related office machines, supplies. Copying, reproduction machines, supplies. Requests full details, prices, terms, brochures if available. Konttorikoneliikkeiden Oy (importer, wholesaler), Kansakoulukatu 5, Helsinki. WTD 4/26/65.

● **IRAQ**—Supply of 43,950 standard metric weights in 12 weight categories ranging from 10 kilograms to 5 grams and in various quantities. Tender No. 16, bid deadline May 31. Any firm submitting a bid must enclose a check for $5.60 if it has not purchased a set of tender documents. Directorate General of Municipal Affairs, Ministry of Municipal and Rural Affairs, Baghdad.★ (Telephone: 202-WO 7-2939).

● **PAKISTAN**—Supply of 34 lorry weighbridges, capacity 300 maunds (1 maund = 82.28 pounds), fitted with no-loose weight steelyard, platform size 16′ x 8′. Tender No. PD-I/912/3243, bid deadline May 26. The Chief Purchase, East Pakistan Industrial Development Corporation, EPIDC House, Motijheel, Dacca.★ (Telephone: 202-WO 7-2939).

Calculators, adding machines electric, duplicators, photocopying machines, typewriters. K.B. Corp. (importing distributor), 8/A Shah Alam Market, Lahore, West. WTD 12/18/64.

SPAIN—Typewriters, manual, electric. Adding, calculating machines, electric. Requests replies in Spanish. Molina, S.L. (importer, wholesaler, retailer), Jose Antonio 21, Ceuta. WTD 3/10/65.

358 Service Industry Machines

HONG KONG—Automatic laundry equipment. Car wash equipment, automatic. Hotung International, Ltd. (importer, exporter), St. George's Bldg., Charter Rd., Hong Kong. WTD 2/23/65.

LUXEMBOURG—Modern equipment, refrigerated, non-refrigerated, for selling preprepared foods. Requests replies in French or German. Jean Schaber, Association of Young Butchers, 32 rue Henry VII, Luxembourg.

PAKISTAN—Dry cleaning machinery for 1 ton per 8-hr. shift; laundry machinery for ½ ton per process. Complete plant with drying, pressing equipment. Funds allocated $50,000. Last date of bid, June 1. K.B. Corp. (importing distributor), 8/A Shah Alam Market, Lahore, West. WTD 12/18/64.

361 Electric Transmission, Distribution Equipment

● **BURMA**—Supply of one 1500 amps., 400 volt air circuit breaker, assorted materials including volt meter, amp-meter, fuse equipment. Tender No. 450/EL(G)64-65, bid deadline May 27. Divisional Mgr., Electrical Stores Corp. Line (17), 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-4242).

● **EL SALVADOR**—Supply of 10,000 water meter boxes, total height 7¼ in., including compression type valves. Tender No. IM 16/65, bid deadline June 1. Tender terms, specifications in Spanish. Administracion Nacional de Acueductos y Alcantarillados (ANDA), 2a. Avenida Norte No. 512, San Salvador.★ (Telephone: 202-WO 7-2939).

● Supply of 10,000 water meters; minimum water flow registerable with a maximum error of 5% in liters per hr.; precision guaranteed between 5 and 100%; materials to include filter, box, rotating elements; list of replacement parts required. Tender No. IM 18/65, bid deadline June 3. Tender terms, specifications in Spanish. Administracion Nacional de Acueductos y Alcantarillados (ANDA), 2a. Avenida Norte No. 512, San Salvador.★ (Telephone: 202-WO 7-2939).

● **INDIA**—Supply, erection, setting to work, maintenance of two 3000 kw. rectifier sets to be installed at Lonavla substation. Tender No. W.828-B-LP-13-TR-2, bid deadline June 30. Tender forms, specifications are available from General Mgr. (Electrical), Central Railway, Victoria Terminus, Bombay 1, upon payment of $15.75 per set plus mailing charges. A copy of the tender form and specifications is available for review only, not for loan, in Rm. 4124, Power and Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4242).

● **IRAN**—Miscellaneous electrical equipment including 2,400 feet of 20 kv. oil filled cable, circuit breakers, disconnect switches and related equipment. Bid deadline July 24. Iranian Tobacco Monopoly, Tehran.★ (Telephone: 202-WO 7-4242).

● **IRELAND**—Supply of two 70 mva, 10.5/110 kv and two 10 mva, 110/6.6 kv transformers. Tender No. ENQ. 8926/PS, bid deadline July 2. Electricity Supply Board, 27 Lower Fitzwilliam St., Dublin. A copy of specifications is available for review only, not for loan, in Room 4124, Power and Electrical Equipment Division, BDSA-6430, Department of Commerce, Washington, D.C. 20230.

● **KOREA**—Supply of one 161/6.9-13.8/69 kv, 30/20/20 mva, 3 phase, 60 cycle outdoor type power transformer and related equipment; 18.6 miles of steel reinforced aluminum conductor for use on 154 kv. and 66 kv. transmission line; 40,000 ball 7 socket type porcelain suspension insulators. Tender No. KFX-5040-P, bid deadline May 25. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-4242).

● Supply of approximately 40 types of electric measuring instruments and test equipment in various quantities including, but not limited to, the following items: Universal testing machines; relaxation testing apparatus; repeated bend tester; proving ring, compression type; vibrating machine; tension test jack; micrometers; dial indicator and magnet holder; durometer, abrasion tester; galvanometer for oscillograph; low pass filter; indicators; glossmeter; thermal balance; gas analyzers. Tender No. KFX-5041-S, bid deadline June 10. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2939).

● **TURKEY**—Supply of electric meters in the following quantities: 89 single-phase meters, 220 V; 83 three-phase meters, 220/380 V; 8 three-phase meters, 110/190 V. Bid deadline May 24. Bid and performance bonds required. Prices to be quoted f.o.b. and c.f. Payment by letter of credit. PTT Genel Mudurlugu, Malzeme Dairesi Baskanligi, Ankara.★ (Telephone: 202-WO 7-2939).

362 Electrical Industrial Apparatus

NEPAL—Welder—welding machine, crankshaft, 48", 60" and 78", catalogs, price quotations cif Calcutta requested. Bhagawati Motor Works, Chetrapati, Ikhapokhari, Kathmandu.

Generator sets, diesel-engine driven, 100 kw., 200 kw., 440/230 volt, A.C. current, 50 cycle, 300 rpm. Requests catalogs, quotations cif Calcutta. Ram Bahadur Thapa, Resident Representative, Bageswari Electric Works, Pvt., Ltd., Battisputali, Kathmandu.

363 Household Appliances

● **BURMA**—Supply of spare parts for household sewing machines. Tender No. 254/MACH (23)G-2(64-65), bid deadline 4 p.m. June 7. Government of the Union of Burma, People's Stores Corp., Machinery, Equipment, Tools and Spare Division, No. 228/240, Strand Rd., Rangoon.★ (Telephone: 202-WO. 7-5345).

SPAIN—Cooking ranges, butane gas; household electric refrigerators; household vacuum cleaners, attachments; casseroles, coffee percolators, mixers, food blenders, irons, hot plates. Requests replies in Spanish. Molina, S.L. (importer, wholesaler, retailer), Jose Antonio 21, Ceuta. WTD 3/14/65.

Domestic gas cooking stoves, ovens; electric household refrigerators; casseroles, mixers, food blenders, hot plates, irons, coffee makers. Requests replies in Spanish. Comercial Africana (importer, wholesaler, retailer), 5 & 9 Falange Espanola, Ceuta. WTD 3/4/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

---

364 Electric Lighting, Wiring Equipment

● **BURMA**—Supply of electric incandescent lamps, fluorescent tubes, parts. Bid deadline May 27. Tender No. 448/EL(G)64-65. Government of the Union of Burma, Electrical Stores Corp., 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-5345).

● Supply of spare parts for 80 watt G.E. fluorescent tubes. Bid deadline May 27. Tender No. 449/EL(G)64-65. Divisional Mgr., Electrical Stores Corp. Line (17), People's Stores Corp., Rangoon.★ (Telephone: 202-WO 7-5345).

● Supply of wiring devices including bayonet type lamp holders, 5 amp. switches, plugs, sockets. Tender No. 372/EL(G)64-65, bid deadline May 27. Divisional Mgr., Electrical Stores Corp. Line (17), 77/91 Sule Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-4242).

● Supply of indicator lamps, signal lamps, related equipment. Bid deadline May 31. Tender No. 170/5-3-65 & 227/FP. General Mgr., Burma Railways, Bogyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-5345).

● **GREECE**—Supply of 11,000 lightning arrestors for use on overhead 3-phase 15 kv. distribution lines. Tender No. DMKD-468. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102.★ (Telephone: 202-WO 7-4242).

● **IRAQ**—Supply of 1,100 mercury lamps. Tender No. TAWZEE19/1965, bid deadline June 2. Administration of Distribution of Oil Products, P.O. Box 302, Baghdad.★ (Telephone: 202-WO 7-5345).

Inexpensive lighting fixtures, pole lamps, balls, wall fixtures, globes. Ibrahim Khallil AL Khudairy (private business), Ashar, Basra.

PAKISTAN—Fluorescent tubes, 20-40 watts, 220 volts, 50 cycle, a.c. M. Manzur Hussain & Co., Water Works Rd., P.O. Box 39, Multan City, West. WTD 4/23/65.

SPAIN—Incandescent lighting fixtures, bulbs, for residential use; incandescent lamps—bedside, table, floor types. Requests replies in Spanish. Molina, S.L. (importer, wholesaler, retailer), Jose Antonio 21, Ceuta. WTD 3/10/65.

365 Radio, Television Receiving Sets

FINLAND—Transistor radios, phonographs, transceivers, tape recorders, recording tapes, amplifiers, loud speakers, microphones, dry batteries. Requests full details, prices, terms. Direct purchase or agency. Kaukomarkkinat Oy (wholesaler, importer, exporter, sales agent), Electronics Dept., Fabianinkatu 9-11, Helsinki. WTD 4/26/65.

MALAYSIA—Partly assembled TV sets; component units such as tuning section, audio section, video section, horizontal amplifier, E.H.T. section, 19 and 23-in. screens. TV parts for assembly in Malaysia: 625 lines, CCIR standard, 230 V. 50 cycle, a.c.; blue picture tube, low voltage preferable; 19 and 23-in. screens. Socomabel (Malaya), Ltd. (importer), Old Market Sq., Lee Wah Bank Bldg., Kuala Lumpur. WTD 11/19/62.

PAKISTAN—Radio (wireless) sets. Requests quotations f.a.s. New York. Direct purchase and agency. Engineering & Industrial Imports (Pak), Ltd., 282 a.m. Victoria Rd., POB 7438, Karachi 3. WTD 7/23/62.

366 Communication Equipment

● **CEYLON**—Supply of a private automatic branch exchange. Bid deadline Sept. Wing Commander K. Nagarajah, Headquarters, Royal Ceylon Air Force, P.O. Box 594, Colombo.★ (Telephone: 202-WO 7-4823).

NORWAY—VHF, UHF radio transceivers, navigation equipment for aircraft including head sets, microphones; direct purchase and agency. Hovet & Co. (importer, manufacturers' agent), 19 Skippergaten, Oslo 1. WTD 7/27/64.

● **PERU**—Supply of cable, wire and associated equipment for train control telephone system. Bid deadline June 4. Specifications and conditions may be obtained from Balfour, Williamson (Export Services) Ltd., Roman House, Wood St., London, E.C. 2, England.★ (Telephone: 202-WO 7-4821).

369 Electrical Machinery, Equipment, Supplies

FINLAND—Industrial, medical electronic equipment. Requests descriptive literature, prices, terms. Instrumentarium Oy (importer, wholesaler, manufacturer), Instrumentation Department, Aleksanterinkatu 15, Helsinki. WTD 3/23/65.

371 Motor Vehicles, Equipment

FINLAND—Automotive vehicle spare parts, accessories. Requests full details, prices, terms, brochures if available. Direct purchase or agency. O.Y. Orum A.B. (importer, sales agent), Lonnrotinkatu 30 (P.O. Box 185), Helsinki. WTD 4/27/65.

HONG KONG—5½- to 7-ton general purpose trucks (engines and chassis only, without bodies). Hotung International, Ltd. (importer, exporter), St. George's Bldg., Chater Rd., Hong Kong. WTD 2/23/65.

PAKISTAN—Passenger cars, freight, truck, tractor type vehicles. K.B. Corp. (importing distributor), 8/A Shah Alam Market, Lahore, West. WTD 12/18/64.

SWEDEN—All types of special tools for automobile workshops as well as automobile parts, accessories. AB Enterprise (importer, wholesaler, manufacturer), Riddargatan 12, Stockholm. WTD 10/14/64.

374 Railway Freight Cars

● **RHODESIA**—Supply of 52 hopper cars. Tender No. 65.25.1040, bid deadline July 8. Buyer, Office of the Chief Supplies Officer, Rhodesia Railways, P.O. Box 1999, Bulawayo, Rhodesia. Tender documents available from the above address for $28.00 per copy, plus postage.

● **SOUTH AFRICA**—Supply of 10 air-conditioned dining cars and 10 air-conditioned kitchen and staff cars. Tender No. B.5968, bid deadline Oct. 1. Chairman of the Tender Board, South African Railways, P.O. Box 7784, Johannesburg. A copy of the tender specifications is available for review only in the Transportation Equipment Division, BDSA-6340, Department of Commerce, Room 4314, Washington, D.C. 20230.

375 Motorcycles, Bicycles, Parts

PAKISTAN—Motor scooter, 80 to 150 cc. M. Manzur Hussain & Co. (manufacturer, importing distributor), Water Works Rd., P.O. Box 39, Multan City, West. WTD 4/23/65.

381 Engineering, Laboratory, Scientific and Research Instruments

AUSTRALIA—Large, well-established company operating throughout Australia with many agency lines is interested in aeronautical, marine, navigational, scientific equipment not available from existing principals. Direct purchase and agency. National Instrument Co., Pty., Ltd. (importer, manufacturer, wholesaler), Melbourne Airport, Essendon North, W.6, Victoria. WTD 3/12/65.

FINLAND—Scientific laboratory instruments, apparatus, supplies; for use in hospital, medical laboratories. Requests full details, prices, terms. Direct purchase or agency. Kaukomarkkinat Oy (wholesaler, importer, exporter, sales agents), Laboratory Department, Fabianinkatu 9-11, Helsinki. WTD 4/26/65.

Measuring instruments for electronic industry, laboratory use; requests full details, prices, terms; direct purchase or agency. Kaukomarkkinat Oy (wholesaler, importer, exporter, sales agent), Electronic Department, Fabianinkatu 9-11, Helsinki. WTD 4/26/65.

PAKISTAN—Scientific instruments, for use by atomic energy commission, universities, schools; requests price quotation C&F Karachi; direct purchase and agency. Rayfayu Traders (importer, manufacturer's agent), 39 Mulla Alibhoy Jaferji Bldg., Karachi 1. WTD 2/17/65.

● **TURKEY**—Supply of 25 lettering stencil sets, 500 steel tape measures, and 200 prisms. Bid deadline May 31. Prices are f.o.b. Payment by letter of credit. Tapu ve Kadastro, Genel Mudurlugu, Ankara. Copies of tender terms and specifications, in English, are available from Modern Tercume Burosu, Menekse Sok. No. 20/7, Ankara, for TL 25 per copy (TL 9 = $1).

● Supply of 210 tachometers and 40 pantographic planimeters. Bid deadline May 31. Prices are f.o.b. Payment by letter of credit. Tapu ve Kadastro, Genel Mudurlugu, Ankara. Copies of tender terms and specifications, in English, are available from Modern Tercume Burosu, Menekse Sok. No. 20/7, Ankara, for TL 25 per copy (TL 9 = $1).

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

FINLAND—Barometers. Requests full details, prices, terms. Direct purchase or agency. Kaukomarkkinat Oy (wholesaler, importer, exporter, sales agent), Optical Dept., Fabianinkatu 9-11, Helsinki. WTD 4/26/65.

383 Optical Instruments, Lenses

FINLAND—Binoculars. Requests full details, prices, terms. Direct purchase or agency. Kaukomarkkinat Oy (wholesaler, importer, exporter, sales agent), Optical Dept., Fabianinkatu 9-11, Helsinki. WTD 4/26/65.

384 Surgical, Medical, Dental Instruments

FINLAND—Medical, industrial electronic equipment. Requests descriptive literature, prices, terms. Instrumentarium Oy (importer, wholesaler, manufacturer), Instrumentation Department, Aleksanterinkatu 15, Helsinki. WTD 3/23/65.

385 Ophthalmic Goods

FINLAND—Spectacle frames, lenses. Requests full details, prices, terms. Direct purchase or agency. Kaukomarkkinat Oy (wholesaler, importer, exporter, sales agent), Optical Department, Fabianinkatu 9-11, Helsinki. WTD 4/26/65.

386 Photographic Equipment

FINLAND—Cameras, projectors, accessories; requests full details, prices, terms; direct purchase or agency. Kaukomarkkinat Oy (wholesaler, importer, exporter, sales agent), Photographic Department, Fabianinkatu 9-11, Helsinki. WTD 4/26/65.

Microfilm equipment, cameras, projectors, readers, supplies. Requests full details, prices, terms, brochures if available. Konttorikoneliikkeiden Oy (importer, wholesaler), Kansakoulukatu 5, Helsinki. WTD 4/26/65.

387 Watches, Clocks, Clockwork Operated Devices

FINLAND—Watches, clocks, related items; requests full details, prices, terms; direct purchase or agency. Kaukomarkkinat Oy (wholesaler, importer, exporter, sales agent), Watch and Jewelry Department, Fabianinkatu 9-11, Helsinki. WTD 4/26/65.

399 Manufacturing Industries

BELGIUM—Raw materials used in bookbinding, printing (typo and offset): inks, paper, cardboard, leather, synthetic leather, plastics, glues. Brepols N.V. (publishers, printers, bookbinders), Turnhout.

BOLIVIA—Plastic bristles for use in manufacturing brooms, floor brushes; annual volume approx. 15 tons. Requests quotations, samples. Raul Villamil (manufacturer), Casilla Postal 679, Cochabamba.

IRAN—Purchase of fashion plates approximately 12" x 20" in size, showing current popular fashions in both men's, women's clothes; for use as models for customers. Abdollah Palassi, (importer), P.O. box 23, Tabriz.

LUXEMBOURG—Business gifts, novelties; high quality merchandise; exclusive representation of manufacturers preferred. CADO (importer, wholesaler), Camille Jungblut, 2, av. de la Porte-Neuve, Luxembourg. WTD 3/30/65.

505 Farm Products Raw Materials

LIBYA—Wheat, barley; both long grain. Wishes to make several purchases, each for 2000-3000 mt. Yusef Saadi Corp., (importer, exporter), 1 Sharia Tarek, Tripoli. WTD 4/11/62.

Documents on Iraq irrigation canal available at Commerce

Iraq's Directorate General of Irrigation has forwarded, for interested companies to review, a set of contract documents on the Ishaki Main Canal. Bid deadline is May 26 (INTERNATIONAL COMMERCE, April 26, p. 57, and COMMERCE BUSINESS DAILY, April 20).

The three volumes can be reviewed in the Building Materials and Construction Industries Division, Room 4014, BDSA (6460), U.S. Department of Commerce, Washington, D.C.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

202 Dairy Products

RHODESIA—Ice cream powder containing preserved fruits of all varieties; direct purchase and agency. Hodgson and Myburgh, Ltd., P.O. Box 78, Umtali. WTD 4/26/65.

220 Textile Mill Products

SOUTH AFRICA—Furniture fabrics, particularly flat woven, chiefly of synthetic fibers, new and unique patterns; requests replies from mills or their sole export houses. Pentz & Roberts, (Pty.), Ltd. (manufacturers' agent), P.O. Box 2859, Cape Town. WTD 4/13/65.

222 Broad Woven Fabric Mills, Man-Made Silk

ENGLAND—Fiberglass curtaining material. Simpson & Godlee, Ltd. (manufacturer), 30 Princess St., Manchester, 1. WTD 4/14/65.

225 Knitting Mills

BELGIUM—Sweaters for men, women, children. Abram Jedwab (agent), 28 Groelstveld, Brussels. WTD 4/7/65.

230 Apparel

BELGIUM—Sports clothing, men's, women's, children's; all kinds. Abram Jedwab (agent), 28 Groelstveld, Brussels. WTD 4/7/65.

232 Men's, Youths', Boys' Furnishings

BELGIUM—Jackets, wind resistant, for men, youths, boys; dacron and cotton blend; orlon acrylic; other blends. Abram Jedwab (agent), 28 Groelstveld, Brussels. WTD 4/7/65.

233 Women's, Misses', Juniors' Outerwear

BELGIUM—Jackets, wind resistant, for women, misses, juniors; dacron and cotton blend; orlon acrylic; other blends; blanket lined. Abram Jedwab (agent), 28 Groelstveld, Brussels. WTD 4/7/65.

243 Prefabricated Structural Wood Products

FRANCE—Prefabricated structural units; partitions; wood panels; window frames; doors, including rolling and sliding doors; lighting, sound-proof ceiling systems; stair-railing, balusters; all other categories of prefabricated wooden building sections and building materials. Agency and distributorship for southwest France. Requests replies in French. La Chaine de Materiaux (M. Pierre Sarrant) (dealer, sales agent), Ave. Leon Heid, Pau, Basses-Pyrenees. WTD 4/8/65.

273 Books

RHODESIA—Pre-school books, particularly of construction type, drawing, painting books, paper doll cut-outs, books printed on cloth. Packaging & Printing Industries, (Pvt.), Ltd. (importer, distributor, agent), P.O. box 3838, Salisbury. WTD 4/26/65.

283 Drugs

FINLAND—Medicinal chemicals, especially hormones, vitamins, related products—raw materials for pharmaceutical factories. Requests full details, prices, terms. Oy Geneco Ab, (commission agent), P.O. Box 293, Helsinki, WTD 4/26/65.

343 Heating Apparatus, Plumbing Fixtures

FRANCE—Sanitary equipment, plumbing fixtures, fittings: bathtubs; washbasins; lavatories; sinks, scullery units; shower-bath, bathroom accessories, related lines of modern types. Requests replies in French, catalogues, price lists. J. De Latour & Cie. (wholesale dealer), Impasse du IV Septembre, Begles, Gironde. WTD 4/8/65.

355 Special Industry Machinery

SOUTH AFRICA—Food processing machinery, equipment for fruit, vegetable, meat, fish canning, freezing industries. Waterkant Industries and Agencies, (Pty.), Ltd. (manufacturers' agent), 317 Pearl Assurance House, Heerengracht, Cape Town. WTD 4/5/65.

366 Communication Equipment

BELGIUM—Equipment for electronic communication system, military. Agency for Benelux countries or Europe. Aerotronic S.P.R.L. (importer, exporter), 26 Rue du Meridien, Brussels. WTD 4/17/64.

367 Electronic Components, Accessories

BELGIUM—Transistors, electronic application; also components, spare parts. Agency for Benelux and/or Europe. Aerotronic S.P.R.L. (importer, exporter), 26 Rue du Meridien, Brussels. WTD 4/17/64.

369 Electrical Machinery

SOUTH AFRICA—Cardiac pacemakers, foetal monitors, defibrillation machines, electrocardiographic equipment, tocodynamometers. Zenith Medical and Surgical Instruments (importer, wholesaler, manufacturer, sales agent), P.O. Box 4367, Johannesburg. WTD 4/14/65.

375 Motorcycles, Bicycles, Parts

HONDURAS—Motorcycles, light weight; motor scooters, heavy weight. Distribuidora de Motocicletas, S.A. (distributor), 12a. Calle, entre 7a. y 8a. Avs., Comayaguela, D.C.

381 Engineering, Laboratory, Scientific, Research Instruments

SWITZERLAND—Laboratory equipment for industry, particularly for chemical, electronic industry, hospital, school. F. Brunner, Engineer Consultant (importer, manufacturers' representative), Oerlikonerstr. 35, 8057 Zurich. WTD 4/20/65.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

FRANCE—Process analytical instruments, con-

trol, testing equipment for utilization by nuclear, petroleum, metallurgical industries, such as process analyzers (infra-red; ultra-violet; photometric; oxygen trace; thermal conductivity; combustible analyzers). Continuous viscosimeters; automatic coulometric titrators; Reid vapor pressure monitors; process automatic end-point analyzer; process pour-point testers; continuous flash-point recorders; process hygrometers; process calorimeters; process pH-meters, refractometers, chromatographs, process electro-chemical analyzers, related equipment. Agency for France. Aqmel Electronique et Mecanique d'Aquitaine (sales agent), 2 Chemin de Billere, Pau-Billere, Basses-Pyrenees. WTD 4/15/65.

395 Office Materials, Pens, Pencils, Office, Artists' Materials

RHODESIA—Office stationery, equipment. Packaging & Printing Industries, (Pvt.), Ltd., (importer, distributor, agent), P.O. box 3838, Salisbury. WTD 4/26/65.

Leads for Importers

Commodities are offered direct unless specified.

071 Agricultural Services

NEPAL—Jute, up to 90 mt. per order of both lightening, hart varieties; samples available upon request. Dhartidhan, Pvt. Ltd., (exporter, P.B. No. 171, Seto Durbar, Katmandu. WTD 4/15/64.

203 Canning, Preserving Foods

HAITI—Guava and other tropical fruit preserves, jams, jellies, pastes, in 8-oz. jars. Wholesale exportation. Etablissement Borfy (manufacturer, wholesaler, exporter), rue du Fort Per, Port-au-Prince.

KOREA—Canned shrimp. Direct sale or through distributors on East and West Coasts. Offer presently limited to 5,000 cases of 48 cans, each 4½ oz. net, per yr. Plans to expand production in near future. Mikak Industrial Co., Ltd. (cannery), Central P.O. Box 828, Seoul.

207 Confectionery

HAITI—Candied fruits in 8-oz. jars. Wholesale exportation. Etablissement Borfy (manufacturer, wholesaler, exporter), rue du Fort Per, Port-au-Prince.

208 Beverage Industries

BRAZIL—Silver Label and Gold Label rum, in bottles or in bulk (50 gal. drums), 86° proof or higher. Manufacturer seeks distributor or representative. Destilaria Medellin S.A., Avenida Presidente Vargas 417-A, 22° andar, Rio de Janeiro, ZC-00. WTD 4/13/65.

KOREA—Beer produced by Oriental Brewery Co., Ltd., and sold under label "OB Beer." Export agent for producer wants exclusive agents/distributors in New York, Chicago, Los Angeles, Honolulu areas. Doosan Industrial Co., Ltd., P.O. Box 280, Kwangwhamoon, Seoul.

209 Food Preparation

NEPAL—Spices—up to 5 mt. each of dry ginger, black pepper and 10 mt. of red pepper. Willing to supply samples on request. Dhartidhan, Pvt., Ltd., (exporter), P.B. No. 171, Seto Durbar, Katmandu. WTD 4/15/64.

Vegetable oil mill products—up to 50 mt. each of mustard seed and linseed oil, cake. Willing to supply samples on request. Dhartidhan, Pvt., Ltd., (exporter), P.B. No. 171, Seto Durbar, Katmandu. WTD 4/15/64.

Vegetable oilseeds—up to 50 mt. each of linseed, mustard seed. Willing to supply samples on request. Dhartidhan, Pvt., Ltd., (exporter), P.B. No. 171, Seto Durbar, Katmandu. WTD 4/15/64.

220 Textile Mill Products

KOREA—Fabrics of various kinds: linen; linen, rayon blended; woolen; silk, hand woven; silk and wool blended; man-made fiber and wool blended. Sales to importers. Daiduck Industrial Co. (exporter), I.P.O. Box 1693, Seoul.

NEPAL—Woolen apparel fabrics. "Sherpa" wool knit jackets as worn by expeditioners who climbed Mt. Everest; up to 50 pieces at a time. Will supply samples on request. Gambhir Man Maskey (exporter, importer), 9/449 Khila Tole, Bangemudha, Katmandu.

225 Knitting Mills

NEPAL—Knit jackets: Nepalese woolen "Sherpa jacket" as used by expeditioners who conquered Mount Everest; up to 50 pieces. Will supply samples on request. Narendra Bahadur Shrestha (exporter, importer), 287 Phasikeba, Katmandu.

227 Floor Coverings

NEPAL—Good quality woolen carpets of Nepalese and Tibetan pattern, up to 300 sq. ft. in 25 knots per sq. in. and 200 sq. ft. in 48 knots per sq. in. Willing to supply samples, photographs on request. Nepalese Carpet, (Pvt.), Ltd. (manufacturer), Patan Industrial Estate, Lagankhel, Patan.

228 Yarn, Thread Mills

NEPAL—Yarns, wool—worsted woolen yarn, produced in Nepal, up to 25,000 lb. at a time. Willing to supply samples on request. Dhartidhan, Pvt., Ltd., (exporter), P.B. No. 171, Seto Durbar, Katmandu. WTD 4/15/64.

229 Textile Goods

GERMANY—New and old textile waste of all kinds sorted as to quality, color; direct sale. Price quotations fob Bremen. Hermann Kastrup, Rohstoffhandelsgesellschaft mbH., 42 Fabrikstrasse, 4812 Brackwede/Westf. WTD 4/28/65.

NEPAL—Jute bagging, 43″ x 28″ each, up to 50,000 pieces at a time; jute webbing hessian cloth, up to 100,000 yd. at a time; will supply samples on request; also scoured wool, up to 90 mt. per order; samples available on request. Dhartidhan, Pvt., Ltd., (exporter), P.B. No. 171, Seto Durbar, Katmandu. WTD 4/15/64.

232 Men's, Youths', Boys Furnishings

SWEDEN—Sport, leisure type clothing especially for winter use such as jackets for boys between ages 4-16. Lotorps Fabriks AB, (importer, exporter, manufacturer), Lotorp. WTD 4/14/65.

236 Girls', Children's, Infants' Outerwear

SWEDEN—Sport, leisure type clothing for girls between ages 4-16 such as jackets, etc. Also sport-type clothing for children between ages 1-6 such as combined jackets, trousers. Lotorps Fabriks AB, (importer, exporter, manufacturer), Lotorp. WTD 4/14/65.

283 Drugs

NEPAL—Medical supplies: medicinal herbs in required quantities, including polypodium vulgare, allium mallichi, lobelia nocotianafolia, berberis nepalinsis, swertia chiretta, alhage mousorum, alstonia scholaris, adhatoda vasica, dautra stramonium, dendrobium macraci, lycopodium, Nardostachys jatamansi, picrorhiza kurroa, rheum emodi, valeriana wallichii, acorus calamus, orshis incarnata, cassia fistulla, saxifraga ligulata, asparagus racemoces, delphinium denudatum, curculago racemoces. Willing to supply samples on request. M.K. Tuladhar (exporter, importer), 9/72 Asan Tole, Katmandu.

Rauwolfia serpentina, other species—5 to 10 mt. of Rauwolfia serpentina at a time. Willing to supply samples on request. Dhartidhan, Pvt., Ltd. (exporter), P.B. No. 171, Seto Durbar, Katmandu. WTD 4/15/64.

284 Soap, Detergent, Cleaning Preparations, Perfume, Cosmetic

NEPAL—Perfume-musk, pure himalayan, up to 10 lb. per order; will supply samples on request. Dhartidhan, Pvt., Ltd., (exporter), P.B. No. 171, Seto Durbar, Katmandu. WTD 4/15/64.

314 Footwear

NEPAL—Nepalese luxury slippers, velvet-bound with thread-knit sole of varying thickness; up to 100 pairs at a time. Willing to supply samples on request. Narendra Bahadur Shrestha (exporter, importer), 287 Phasikeba, Katmandu.

322 Glass, Glassware

YUGOSLAVIA—Crystal, pressed and hand-cut; pressed, cast and ground glass tableware; concave glass, pressed, blown and ground. Tehno-Impex (importer, exporter, manufacturers' representative), 12 Beethovnova St., Ljubljana.

326 Pottery

YUGOSLAVIA—Ceramic products, decorative, household types. Tehno-Impex (importer, exporter, manufacturers' representative), Beethovova No. 12, Ljubljana.

328 Cut Stone, Stone Products

PERU—Seeks exclusive or regional agents for marble and onyx blocks and for high quality marble and onyx art goods such as figurines, statuettes, lamp bases, book ends, bowls, vases, ash trays, cigarette boxes, calendar bases, candle holders. Marmoles Cimosa S.A. (quarrier, art goods producer), Casilla 4428, Lima.

329 Abrasive, Asbestos, Nonmetallic Mineral Products

YUGOSLAVIA—Quartz sand for foundries, glass plants, filters; fluxing agents, exothermic means for foundries; crude foundry bentonites; andesite tuff; pozzuolana. Tehno-Impex (manu-

facturers' representative, exporter, importer), 12 Beethovnova, Ljubljana.

342 General Hardware

YUGOSLAVIA—All kinds of axes; pickaxes; hammers, light and heavy; crowbars; wedges; shovels; rakes; hoes; machetes; trowels; plumbers' tools; firemen's tools; mauls; mattocks; ploughshares; trowels for heavy work; brakes, parts. Tehno-Impex (manufacturers' representative, exporter, importer), 12 Beethovnova, Ljubljana.

358 Service Industry Machines

FRANCE—Pressing machines, special wireless ironers. P. Lemaire & Cie (importer, exporter, agent), 40 rue Boucher-de-Perthes, Roubaix, Nord. WTD 3/5/64.

364 Electric Lighting, Wiring Equipment

YUGOSLAVIA—Metal and plastic necks for incandescent and flourescent bulbs, lamps; various plugs, sockets, switches; connectors, junction boxes; porcelain, ceramic insulators, steatite; insulated pipes, tubes; impregnated paper, silk, ribbons. Tehno-Impex (manufacturers' representative, importer, exporter), 12 Beethovnova, Ljubljana.

394 Toys, Amusement, Sporting Goods

KOREA—Leather, rubber basketballs; rubber handballs. Direct sale or through U.S. agents. Dae Myung Industrial Co., Ltd. (importer, exporter), Rm. 202 Hyupshin Bldg., 2-4, 2-ka, Choongmu-ro, Choong-ku, Seoul.

399 Manufacturing Industries

NEPAL—Hair work: human hair in required quantities. Willing to supply samples on request. M.K. Tuladhar (exporter, importer), 9/72 Asan Tole, Kathmandu.

Bristles—up to 25,000 lb. at a time. Willing to supply samples on request. Dhartidhan, Pvt., Ltd., (exporter), P.B. No. 171, Seto Durbar, Katmandu. WTD 4/15/64.

Arabian firm wants data on paper-cup production

Abdul Aziz and A. Al-Mansour, P.O. Box 2, Al-Khobar, Saudi Arabia, request descriptive data on establishing a paper cup-making factory on turn-key basis.

The firm is interested in a plant capable of producing 10-15 million cups annually, with room for future expansion to 20-25 million. Designs, sizes and standards should be comparable or similar to those embodied in cups produced by leading U.S. manufacturers.

Bid deadline announced for Pakistani cement plant

The Kohat Cement Co., Ltd., 4 Queen's Rd., P.O. Box 370, Lahore, Pakistan (formerly Khan M. Azam, Chairman, Frontier Region Enterpriser, Karachi), has announced a bid deadline of June 30 for its tender for a 600-ton-a-day dry process cement plant.

Specifications are now available, on a short term loan basis, to firms domiciled in the U.S. from the GIEC Division, BDSA-6320, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5589). (See INTERNATIONAL COMMERCE, March 22, p. 40.)

Future Construction

AUSTRALIA (AF 1 = approx. $2.24).—Commonwealth Industrial Gases, Ltd., (CIG) plans to extend the capacity of its Port Kembla plant at a cost of $3.92 million. Design and plant will be supplied by CIG's parent, British Oxygen Co., Ltd. of London.

When completed in mid-1966, this will reportedly be the largest air separation complex in Australia, capable of producing more than 650 tons of oxygen and nitrogen a day; the new plant will also recover argon.

Broken Hill Proprietary Co., Ltd. (BHP), which is now drawing 100 tons of oxygen a day from CIG, also uses another 200 to 250 tons daily made from its own plant; the new CIG plant will eventually supply an additional 450 tons of oxygen a day to BHP.

CIG also supplies about 30 tons of nitrogen a day to John Lysaght (Australia) Ltd., galvanizers.

Building interests in three countries—Australia, the United States and Canada—will combine to build a railway line in Western Australia costing $15.68 million. The line will carry iron ore from the Hamersley Mountain Range to a new port at King Bay, 180 miles away. King Bay is near Roebourne and about 1,000 miles north of Perth.

A contract to build the line has been let to the Australian firm of McDonald Constructions Pty. Ltd., the Morrison-Knudsen Co. of the United States and the Mannix Co. of Canada. Steel mills in Japan are to take 75.5 million tons of Hamersley iron ore over a period of 16 years.

BRAZIL—The expansion of electric transmission and distribution facilities in the State of Santa Catarina, Brazil, is being assisted with a $3½ million loan from the Inter-American Development Bank (IDB).

The borrower, Centrais Eletricas de Santa Catarina, S.A. (CELESC), will utilize the entire proceeds of the loan to finance the foreign currency expenditures of its $15.6 million expansion program.

The program is designed to integrate its expanding generation, transmission and distribution network with the 100,000-kw. thermo-electric plant being built by the Sociedade Termo-eletrica de Capivari (SOTELCA) at Capivari, Santa Catarina.

The project calls for the installation of 931 kilometers of transmission lines, 9 sub-stations and an improved distribution network, along with the necessary general equipment, supervision and engineering services.

Concurrent with this phase of the program, CELESC will increase its own capacity by 41,200 kw. by building three hydroelectric generating plants and enlarging three others.

The loan will finance purchase in the international market of aluminum and copper ingots for drawing wire and steel wire for transmission and distribution lines, equipment for sub-stations, general equipment, engineering and other services.

COSTA RICA—Construction of a 40,000 kw. thermal electric plant at Puerto Limon, to serve the Province of Limon and interconnect with the country network, has been approved by the Board of Directors of the Instituto Costarricense de Electricidad (ICE). Cost of the plant is estimated at $8 million if steam-powered, and $5.3 million if gas-powered. The use of gas is being considered because of the proximity of an 8,000 bbl/day petroleum refinery now under construction.

Electric power requirements of Puerto Limon in 1970 are estimated at 5,000 kw. Present capacity is 2,500 kw. The area needs additional electric power for general economic development and to attract new industry. The International Bank for Reconstruction and Development (IBRD) will be asked to help finance the project. The possibility of handling this as a turnkey project will also be explored with the Bank.

If not approved by the Bank, the project will be undertaken through numerous subcontracts and public tenders. Tenders on this project are not expected to be released for at least 10-12 months. The agency responsible for the project is Instituto Costarricense de Electricidad (ICE), Apartado XXXII, San Jose.

DOMINICAN REPUBLIC—The Inter-American Development Bank has announced a loan of $1,735,000 to help finance the construction and improvement of 960 houses for low-income families in San Pedro de Macoris, Dominican Republic.

The borrower is the Instituto Nacional de la Vivienda (INVI), the autonomous agency in charge of Dominican housing programs.

The American Federation of Labor and the Congress of Industrial Organizations (AFL-CIO) will also grant INVI a loan of $865,000. The credits will cover all the external financing requirements of the program.

The homes will be allocated among members of a housing cooperative in San Pedro de Macoris.

The homes will be built on a 120-acre tract. The urban improvements on this tract, already underway, are being financed by the Dominican Government. The beneficiaries will be selected by INVI among members of the cooperative.

EL SALVADOR—Nearly 4,500 houses for low income families in several cities of El Salvador will be constructed with the assistance of a $6 million Inter-American Bank loan.

The borrower is the Instituto de Vivienda Urbana (IVU), the autonomous public agency in charge of housing projects throughout the country.

The proceeds will help finance a two-year program covering the period 1965-66, which constitutes the second stage of the National Housing Plan. For the 1965-69 period, the plan calls for the construction of 25,000 units.

The new program will be carried out through three projects. Under the first, 941 houses will be built through the mutual aid and self-help systems; under the second, 1,267 houses will be built with the financial participation of companies, trade unions and cooperatives; and under the third, 2,207 houses will be built by contractors.

The cost of the houses will range between $2,360 and $2,600 and will be awarded to families with monthly incomes ranging between $48 and $128.

The total cost of the program is $11.1 million. The Bank will finance 54%; the Instituto 37%; participating companies, trade unions and cooperatives 4%; and the beneficiaries the remaining 5%.

MALAYSIA—The Ministry of Local Government and Housing has approved construction of the proposed $8 million Hilton Hotel in Kuala Lumpur. It is not known when construction will begin.

PARAGUAY—The Inter-American Development Bank (IDB) has approved a $1.5 million loan to help finance a program to develop the

Universidad Nacional de Asuncion, Paraguay.

The Bank's loan will finance 70% of the cost of a project under a general development program which includes enlargement of the University plant as well as its academic and administrative reorganization.

The Trust Fund loan will be used specifically for:

Acquisition of scientific instruments and material for the faculties of agronomy and veterinary medicine, economics, chemistry and pharmacy, physical and mathematical sciences, the Institute of Science and the School of General Studies.

Bibliographic material for the central library.

Construction of buildings for the School of General Studies, the Faculty of Chemistry and Pharmacy and the laboratories of the faculty of physical and mathematical sciences. In addition, up to $200,000 of the loan may be used for technical assistance connected with the reorganization of the University and the execution of the program.

PAKISTAN—Four more jute mills with 250 looms each are to be set up in East Pakistan soon at a total cost of $1.3 million, according to an announcement from the Dacca Regional Office of the Industrial Development Bank of Pakistan (IDBP). The cost will be shared by the East Pakistan Industrial Development Corporation (EPIDC), the Bank and local businessmen. This will bring the total number of jute mills in East Pakistan to 36, four less than the 40 called for in the Second Five Year Plan which ends June 30, 1965. Lack of foreign exchange has prevented the establishment of the others.

The four new mills will bring to 18 the total number of jute mills established in the East Wing through joint EPIDC-IDBP-private financing. These mills have 4,500 looms and represent a total cost of about $5.8 million. $3.7 million, mostly in foreign exchange, is being provided by credits from the United Kingdom.

Of the other 18 mills in East Pakistan, 16 have been financed by the EPIDC and private businessmen without IDBP money. One has been financed by its owner and IDBP and the other, Pak Fabrics, is a U.S. investment.

Three of the four new mills will be in Khulna and the fourth will be in Ghorasal. IDBP estimates that the 19 units it has financed will earn $2.9 million a year in foreign exchange.

SAUDI ARABIA—The firm of Abdul-Aziz and A. Al-Mansour, P.O. Box 2, Al-Khobar, Saudi Arabia, is interested in making contact with U.S. firms in order to establish a paper cup-making factory on a turnkey basis. The plant's annual capacity would be 10-15 million cups with room to expand to 20-25 million cups.

SOUTH AFRICA—(1 rand = $1.40). The Johannesburg City Council is planning a $27.3 million housing project including 4000 houses and apartments for low-income families. The plans provide for an average annual expenditure of $5.3 to $6.3 million.

VENEZUELA—The Inter-American Development Bank has approved a $10 million loan for construction of 18,000 homes for low income families in Venezuelan towns with less than 5,000 inhabitants. The building program will be administered by the Rural Housing Division of the Venezuelan Ministry of Health and Social Welfare.

The homes, costing an average of $1,742, will be open to families with average monthly incomes of $110. The project is part of a National Rural Housing Plan launched in 1958 to improve the living standards in rural areas.

The loan is the Bank's second for rural housing in Venezuela. A $12 million grant was approved in 1961 for construction of 23,000 homes. Venezuela also is engaged in a rural water supply and sanitation program financed by two Bank loans totaling $20 million. It will benefit more than 630 communities with almost 600,000 inhabitants.

A cottonseed oil mill with an initial capacity of 100 tons daily, later to be raised to 150 tons daily, is being planned for the State of Portuguesa in Western Venezuela.

Write: Dr. Juan Miguel Briceno, Banco Fomento Comercial, Apartado 6734, Caracas, Venezuela.

A commission representing the Venezuelan ministries of Agriculture and Public Health, the Venezuelan Development Corporation and the Government's Office of Coordination and Planning has recommended construction of six modern slaughterhouses in Venezuela.

Write: Dr. Hector Pineros, Departamento de Promociones Industriales, Corporacion Venezolana de Fomento, Edificio La Perla, Bolsa a Mercaderes, Caracas.

TANZANIA—The Government has announced a 10-year program to increase Tanzania's hydroelectric generating capacity at a cost of more than $56 million.

The Government proposes an $11.9 million project on the Pangani River, starting in 1968, and a $33.6 million project on the Wami River, starting in 1972.

Full details of the two projects are not yet available. However, the Tanganyika Electric Supply Co. (TANESCO) said the first phase of the 10-year program would get under way in the near future at a cost of $13 million. TANESCO said:

"Feasibility reports have been received in respect of Grand Pangani Falls, Mandera and Wami, and as a result it has been decided that Mandera, with a development of 20,000 kilowatts, should be the next major project to meet power demands. Site investigation is to start immediately, to enable detailed drawings to be prepared, together with contract documents."

The estimated cost of the works at Mandera, including storage weir, shaft, tunnels, underground power station, switch yard and transmission line to Hale, is $8.2 million. Construction will take about three years.

"Following discussion between the Government and two firms of consulting engineers, water releases at the Nyumba Ya Mungu Dam have been agreed, and it has been possible to decide upon the capacity and type of turbo-alternators to be installed for the power station there." TANESCO said.

"The necessary civil engineering designs have been agreed upon, and the dam contractors will shortly receive the construction drawings and instructions to proceed."

Officials are studying proposals for a duplicate of the Hale-Dar es Salaam power transmission line. The cost of bringing this additional line to the capital is estimated at $2.3 million. Routes also have been surveyed for a line from Ilala, through Ubungo, to the Wazo Hill cement factory. A preliminary route for a Moshi-Arusha duplicate transmission line is being surveyed.

Write: TANESCO, Dar es Salaam.

ZAMBIA—The Zambian Government is studying a Japanese survey team's recommendation that a state-owned nitrogen fertilizer factory be built on a 500-acre site at Livingstone near Victoria Falls. The factory would have an annual capacity of 26,000 short tons of nitrogen and 19,800 short tons of ammonium nitrate. Power would be provided from the Victoria Falls Station, where additional generators would have to be installed.

Significant Awards

BOLIVIA—La Sociedad Venezolana de Electrificacion (SVECA) has won the contract for the power transmission line connecting the dam at Corani with Cochabamba and Catavi. The firm submitted a low bid of $717,000, undercutting SADE of Argentina, TECHINT of Italy, and the American firm of J. A. Jones, the dam contractor. Work on the transmission line will start in June, with completion scheduled for the end of September 1966.

Work on the civil construction of the Corani dam continues on schedule. The contractors, J. A. Jones and Bartos y Cia., have just completed work on a difficult section of the tunnel, and work is now proceeding well.

NICARAGUA—The Nicaraguan highway department has named the sub-contractors who will reconstruct the Pan American highway between Nandaime and Rivas, a distance of 45 kilometers. Camiones y Construcciones S.A., a new company formed for this job, will handle the earth moving; Cardenal, Lacayo, Fiallos will build the bridges and culverts; Chamorro y Cuadra will put in the sub-base; and Industrial Dacal will be in charge of the paving (asphalt). All of the companies are Nicaraguan and have offices in Managua.

Bids on the Nandaime-Rivas project were received earlier from two U.S. firms but were rejected as being too high and well over independent engineering estimates. The Nicaraguan highway department now plans to handle the project but sub-contract the actual construction.

The project is under the supervision of the United States Bureau of Public Roads.

SOUTH AFRICA—(1 rand = $1.40). A consortium of South African building contractors, including Roberts Construction, largest in the Republic, has been awarded a $70 million contract to design and construct buildings and other site facilities for the newly formed Atlas Aircraft Corp. at Kempton Park near Jan Smuts Airport, Johannesburg.

The South African Electricity Supply Commission has awarded International Combustion Africa, Ltd., P.O. Box 5981, Johannesburg, a $42 million contract for eight boilers for the Camden Power Station, near Ermelo, Eastern Transvaal, and a $2.1 million contract for two boilers for the Port Elizabeth Municipality.

Fisons (Pty.) Ltd., Albatross House, 9 West St., Johannesburg, has awarded a contract to Davy Ashmore South Africa (Pty.) Ltd., P.O. Box 8608, Johannesburg, and the Powergas Erection Co. (Pty.) Ltd., P.O. Box 820, Johannesburg, to design and build an $8.4 million ammonia plant which will be part of a $23.8 million nitrogenous fertilizer manufacturing complex.

VENEZUELA—Corporacion Venezolana del Petroleo (CORVEPET) has awarded a contract to the Japanese Gasoline Co. of Japan to increase the capacity of the CORVEPET refinery at Moron from 2,300 to 16,300 barrels a day.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

AUSTRALIA—William Kadison, Kadco Trading Co., 45 Phillip St., Sydney, N.S.W., **interested in meeting manufacturers, suppliers of general housewares, hardware, stationery specialty lines** to negotiate agency agreements for exclusive representation in Australia. Approximately late May or early June via New York for one month. C/o Sakiel, 166 E. 61st St., New York, N.Y., and C/o Albert, 4335 Clubhouse Dr., Lakewood, Calif. Itinerary: New York, Chicago, Los Angeles. WTD 4/5/65.

E.R. Curling, Gilbert & Barker Mfg. Co., Pty., Ltd., Huntley St., Alexandria, Sydney, N.S.W., **interested in petroleum pumping metering, filtration, instrumentation equipment except exploration, service station equipment including car washing, rust proofing equipment** for representation and/or manufacturing under license in Australia. May 2 via San Francisco for seven weeks. C/o Brody Corp., San Leandro, Calif. or Esso Standard (Eastern), New York, N.Y. Itinerary: San Francisco, Minneapolis, Chicago, New York.

BELGIUM—Constant Kumpen, Keramo, Hasselt (Limburg), **interested in visiting trade organizations whose members include ceramic sewage pipe, brick manufacturers, manufacturers of machinery for clay products, refractory ovens, rotary kilns, pitch fiber pipe manufacturers.** Mr. Kumpen will be visiting the U.S. in June and interested firms and trade organizations may contact Mr. Kumpen in Belgium before June 1.

Emile Van Gelder, Director-Manager, Societe Industrielle du Caoutchouc, 6 rue de la Woluwe, Zaventem, **interested in obtaining manufacturer's licensing agreement for processing, commercializing special rubber products and requesting technical information.** May 25 via New York City for three-four weeks. C/o Hotel St. Regis, New York, N.Y. Itinerary: Akron, Ohio, c/o Hotel Sheraton June 2-4; Washington, D.C.; Wilmington, Del.; San Francisco, Calif.; New York, June 18-21. WTD 12/20/63.

GUATEMALA—Manuel A. Perez, MAPECO (Manuel Perez y Compania), 9a Calle 6-40, Zona 1, Guatemala City, **interested in importing seeds, plants, garden supplies, allied lines and requesting technical information.** May 25 via Miami or Houston for four weeks. Itinerary: Lansing, Mich.; Orangeburg, S.C.; Hialeah, Fla. WTD 11/5/64.

HAITI—Ernst Gauthier, representing Hermann Gauthier (Import & Export), 328 Blvd. Jean-Jacques Dessalines, P.O. box 1163, Port-au-Prince, **interested in exporting hand carvings and information on U.S. market for handicraft items.** Approximately the second week in May via New York for two weeks. C/o Hotel Taft, 7th Ave. & 50th St., New York, N.Y. Itinerary: New York, Chicago.

INDIA—Dr. U.P. Ganguly, Technical Adviser, Bengal Enamel Works Ltd., Kanak Bldg., 41 Chowringhee Rd., Calcutta 16, **interested in exporting enamelware.** May 2 via New York for 30-40 days. C/o Hotel Stanford, New York, N.Y. or c/o Commissioner General for India, India Pavilion, New York World Fair.

LEBANON—Alexander McCulloch French, representing Spinney's (1948), Ltd., P.O. box 746, Beirut, Ali Bin Ali & Partners, P.O. box 75, Doha, Qatar, J.H. Rayner & Co., (Overseas), Ltd., P.O. box 409, Bahrein, Arabian Gulf, Gulf Trading & Refrigerating Co., P.O. box 72, Kuwait, **interested in exclusive agencies for U.S. canned frozen and bottled foodstuffs and liquors, soaps, toiletries, household articles and requesting technical information on modern methods of food merchandising and supermarket operations.** May 22 via New York for six weeks; for 10 days C/o University Club, Fifth Ave., New York, N.Y. with whom a forwarding address will be left. Itinerary: New York, Philadelphia, Baltimore, Washington, D.C., Chicago, Minneapolis, St. Paul, Indianapolis, Seattle, San Francisco, Los Angeles, Dallas, New Orleans, Boston, Rochester, Pittsburgh, and Federalsburg, Md. WTD 4/23/65.

NETHERLANDS—W.H. van Konijnenburg, representing W. van Konijnenburg N.V., 48 Prins Hendrikkade, Amsterdam, **interested in import, assembly and simple manufacturing under license of tools, other articles for sale to industry, garages (maintenance equipment, small materials handling equipment, pneumatic tools, tools for packaging).** March 24 via New York City for two-four months. C/o Department of Commerce New York Field Office. Itinerary: New Orleans, San Francisco, Los Angeles, Chicago.

SPAIN—Eduardo Fleischner y Perez-Secane, Director-Manager, Fonoguia, S.A., Avda. Generalisimo Franco 459, 2°, Barcelona 11, **interested in holders for telephone directories, desires to license their patent to U.S. firm.** May 4 via New York City for 20 days. C/o Spanish Pavilion, New York World Fair, New York, N.Y. Itinerary: New York.

SWEDEN—Erik Tullander, Sales Manager, Luxor Industri AB, Motala, **interested in distribution of consumer goods, appliances, radio and TV sets, refrigerators, washing machines and contacting distributors, dealers.** May 12 via Chicago for two weeks. C/o Department of Commerce Chicago Field Office. Itinerary: Chicago; Dayton, Ohio; New York. WTD 7/23/63.

THAILAND—Thaworn Phornprapha, a Director of Siam Motors Co., Ltd., 865 Rama 1 Rd., Bangkok, **interested in importing, distributing automobiles, trucks, heavy equipment for highway and building construction, tractors and requesting technical information on automobile manufacturing, food processing, construction and real estate development.** May 15 via Honolulu for three weeks. C/o Sheraton Palace Hotel, Market & New Montgomery Sts., San Francisco, Calif. Itinerary: Honolulu, May 15-17; San Francisco, May 17-24; Chicago, May 24-31; New York, May 31-June 10. WTD 12/14/64.

Amnat Choempraphai, Import Manager, Teck Seng Long & Co., Ltd., 379-383 Mahaprutaram Rd., Bangkok, **interested in importing, wholesaling all kinds of building materials, sanitary wares and exporting lumber and requesting technical information on new products, ideas for building application.** May 15 via Honolulu for two weeks. C/o American Radiator & Standard Sanitary Corp., 40 W. 40th St., New York 18, N.Y. Itinerary: Honolulu, May 15-17; San Francisco, May 17-20; Chicago, May 20-22; New York, May 22-31.

URUGUAY—Benedicto A. Rother and Leon Stolowicz, representing R.K.R.S.A., Camisas Relampago S.A., and Bonaparte S.A., Calle Jose Bonapartez 3269, Montevideo, **interested in advanced methods, manufacturing procedures for men's, children's trousers, shirts and requesting technical information.** May 1 via New York for one month. Itinerary: New York, other cities to be arranged.

Thailand to buy equipment for Me Klong project workshop

The Royal Irrigation Department, Kingdom of Thailand, has issued Invitation to Bid No. MK-1-8 for the supply of machine tools, welding equipment, tools, electrical equipment, and cranes to equip a workshop at the Greater Me Klong Project. Funds for the project have been secured from the International Bank for Reconstruction and Development.

Payment will be in U.S. Dollars. Bid deadline is June 9.

Complete set of specifications and bidding conditions is available for review only at the Metalworking Equipment Division, BDSA, Room 4210, Department of Commerce, Telephone: 202-WO 7-5652.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Lousaac-Sagn Building. Phone: BR 2-0611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts., Phone: Plaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: TL 3-4216.

CHARLESTON, S. C., 29401, No. 4 North Atlantic Wharf. Phone: 722-6551.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 307 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2711

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-6400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 381-2200.

CLEVELAND, OHIO, 44101, 6th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3267.

DENVER, COLO., 80202, 142 New Custom House, 19th & Stout St. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue, Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N. C., 27402, Room 407, U.S. Post Office Bldg. Phone: 273-8234.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 312 Greenleaf Bldg., 204 Laura St. Phone: ELgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, Room 304, Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15219, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, 1479 Wells Ave. Phone: FA 2-7133.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 9453, Federal Building, 450 Golden Gate Ave. Phone: 556-5868.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

Advertising council campaign to explain payments problem

Project will be directed at both general public and businessmen

The Advertising Council will undertake a campaign to create a wider understanding of the Nation's international balance-of-payments problem.

In making the announcement, Secretary of Commerce Connor said: "It is gratifying that the Council has agreed to put on this campaign for us. It is vitally important that every responsible citizen should have a basic understanding of our international accounts and the measures being taken by President Johnson to alleviate the deficit. I know of no other single body that can do this as well as the Advertising Council."

The Council's campaign will be directed toward both the general public and the business world.

For the public at large, the project will focus on the various elements of our international transactions and the Administration's efforts to bring them into balance. In this part of the campaign, readers and listeners will be urged to send in to the U.S. Department of Commerce for a free booklet explaining our international accounts and how they affect our economy. A more comprehensive version—the "U.S. Balance of Payments"—is sold by the Government Printing Office for 25 cents.

The second part of the campaign will be directed primarily at businessmen, stressing the voluntary role of American business in the Administration's program to restrain the outflow of U.S. dollars without impeding the national economy.

The volunteer agency expects to launch the campaign in about two or three weeks. Radio and TV media will be the first to be used, with other news media to follow.

The Council estimates that several million dollars worth of public service advertising will be contributed to the program before the end of this year.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Bay County, Mich., asks for Trade Zone

The Bay County, Mich., Board of Supervisors has filed application to establish a Foreign-Trade Zone and two subzones on and near the site of a Dow Chemical Co. petrochemical plant near Bay City, Mich.

An examiner's committee of the Commerce Department's Foreign-Trade Zones Board will hold a public hearing on the application at 10 a.m. June 8 in the Bay City Federal Building.

A Foreign-Trade Zone is an area at or near a port of entry, where foreign merchandise may be stored or processed without being subject to U.S. customs laws covering admission of goods and payment of duty. The laws apply when the merchandise is transferred into the U.S.

The Bay City Foreign-Trade Zone would occupy a 2.6-acre tract near a public dock on the Saginaw River in Bay County. The subzones, covering 110 acres, would be operated by Dow Chemical to receive, store and process foreign and domestic naptha.

Persons who wish to be heard at the hearing should file a written request and a written summary of their views.

Write: Thomas Curtis, Chairman of the Examiners Committee, Foreign-Trade Zones Board, Room 6827, U.S. Department of Commerce, Washington, D.C. 20230.

Interested parties unable to attend the hearing may submit their views to the committee in writing.

Persons who do not submit advance requests to be heard at the hearing may be heard at the committee's discretion.

Foreign-Trade Zones now operate in New York, New Orleans, San Francisco, Toledo, Seattle, Honolulu and Mayaguez, Puerto Rico.

Ceylon issues tender for supply of foods

The Government of Ceylon has issued a tender for the supply of condensed milk, 96,000 tins, 14 ozs. in cases of 48 tins; malted milk, 120,000 tins, 1 lb. in cases of 36 tins; arrow root, 12,000 lb. in 1 lb. tins; and barley seeds, 9,000 lb. in gunny bags of 56 lb.

Tenders should be submitted to the Chairman, Tender Board, Ministry of Health, P.O. Box No. 500, Colombo, Ceylon, by June 1.

A copy of the tender is available to firms located in the U.S. from the Food Industries Division, BDSA 6280, Department of Commerce, Washington, D.C. 20230. (Telephone 202-WO 7-4794).

RAILROAD MACHINES—South Viet-Nam has received a 42-inch car wheel lathe as the first of a series of railroad machines being sent by Simmons Machine Tool Corp. of Albany, N.Y., under the U.S. aid program. Before being accepted by representatives of the U.S. Army, the machine, equipped with hydraulic feed, was subjected to rigorous tests at the Simmons plant. On order are seven Simmons-Niles railroad machines and the firm expects to produce at least three each month. Simmons acquired the Niles line of heavy machine tools from Baldwin-Lima-Hamilton a year ago.

RADIO COMMUNICATIONS—A multi-million-dollar radio communications system has been set up in Korea by International Telephone and Telegraph Corp. to tie the country's air-force radar centers into an efficient warning network. ITT Federal Laboratories, Nutley, N.J., carried out the work for the U.S. Army Procurement Agency.

PHOTOCOPYING—Copymation, Inc., Elk Grove Village, Ill., has made partial shipment of an initial order for 20 diazo printers to E. N. Mason & Sons, Ltd., manufacturer and distributor of industrial photocopying equipment in England and Commonwealth countries. Shipment had to be expedited as a result of orders received by Mason after exhibiting Copymation equipment at the Second International Reprographic Exhibition in London. The agreement provides an international franchise under which Mason will purchase and sell Copymation equipment or manufacture under license at the 28-acre Mason plant at Colchester.

MANAGEMENT RESOURCES—Iran has appointed the William Karp Consulting Co. of Chicago to provide consulting services for developing executive management resources needed by private industry participating in the Iranian Third Plan. Textiles, power plant, plastics, chemicals, food processing, cement, sugar production and metal fabrication are important in the program.

OIL REFINING—Badger N.V., Dutch affiliate of the Badger Co., Inc., Cambridge, Mass., has been awarded a contract for the detailed process and engineering of a 170,000-metric-tons-a-year MEK dewaxing plant to be erected at Deutsche Shell's Harburg (Germany) refinery.

New Books and Reports

New reports outline nation's growing foreign trade aloft

Four Census Bureau publications show expanding role of air trade

Details of the Nation's growing export-import trade by air are reported in four publications just issued by the U.S. Department of Commerce's Bureau of the Census. (See story on page 3.)

They show, for example, that U.S. air exports last year were valued at $1.8 billion, and the total value of our air imports was $956 million in the same period. A year earlier, the totals were $1.6 billion for air exports and $815 million for air imports.

Our best export customers were the United Kingdom and France, which received air cargoes valued at $202 million and $142.6 million, respectively, during 1964.

Machinery and vehicles was the leading commodity group exported both to the United Kingdom ($128 million) and France (091 million).

The United Kingdom and Italy were the leading shippers by air to the U.S., one of two import reports indicates. The value of imports by air from the U.K. in 1964 was $123 million and from Italy, $114 million.

The four reports on the U.S. export-import air trade are: *U.S. Exports by Air, Commodity by Country, Annual.* FT 780; *U.S. Exports by Air, Country by Commodity, Annual.* FT 790; *U.S. Imports by Air, Commodity by Country, Annual.* FT 380; *U.S. Imports by Air, Country by Commodity, Annual.* FT 390.

Monthly issues of each are also published by the Census Bureau. Beginning in January of this year, the Bureau combined all four in a single series of 12 monthly issues plus a calendar year report entitled *U.S. Exports and Imports by Air* (FT 785).

Single copies of the 1964 annual reports can be purchased from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or any Department of Comerce Field Office. The price of FT 380 is 15 cents and the others cost 25 cents.

Euratom study completed

The Euratom Commission has completed studies of the long-term prospects for nuclear energy and industrial policy in the European Community. For a copy of a Euratom information memorandum highlighting some of the aspects of these studies, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington D.C. 20230.

***A Primer on Money, Banking, and Gold* by Peter L. Bernstein, Vintage Books, New York. 180 pp. $1.95.**

While a popular introduction to money, banking and gold, this paperback provides a serious study of money in its many forms. Its great advantage lies in presenting a complex subject in an analytical yet readable manner. Attention is focused on modern problems in money and banking.

Write: Vintage Books, Random House, 501 Madison Avenue, New York, N.Y. 10022.

***Some Aspects of Latin-American Trade Policies.* Milton D. Lower, et al. (Studies in Latin-American Business No. 3). U. of Texas, Austin. 83 pp. $1.50.**

Three essays analyzing facets of a future economic integration in Latin America, its development, trade in agricultural products, and the Sino-Soviet trade with Latin American countries.

Write: Bureau of Business Research, College of Business Administration, U. of Texas, Austin, Tex. 78712.

***Foreign Economic Growth and Market Potentials for U.S. Agricultural Products.* Foreign Agricultural Economic Report #24 of the U.S. Dept. of Agriculture. Washington. 76pp. 30 cents.**

Examines the relationships between economic growth, income and international trade in agricultural goods. Reviews the effect of U.S. special export program (PL 480) and the composition of U.S. agricultural trade, and outlines future trade potential in the agricultural field.

Write: Superintendent of Documents, Government Printing Office, Washington, D.C. 20402.

***Latin America and the World.* Foreign News Service, Inc., New York. 24 issues per year. Subscription: $80 per year.**

A newsletter containing information on economic and business trends in Latin America. It lists projects, transactions, loans, regulations, and gives details on various business opportunities.

Write: Foreign News Service-Economic News & Research, 280 Madison Ave., (Suite 805), New York, N.Y. 10016.

***Seibt Directory of American Business in Germany.* By Paul G. Baudler. Seibt-Verlag, Munich, Germany. $12 (plus postage).**

This volume lists the names and addresses of more than 3,000 American companies and their corresponding subsidiaries or representatives in Germany. It also lists the names of more than 2,000 German firms and their American counterparts. In another section the German subsidiaries and representatives of American firms are broken down by product classification. An important reference work for those engaged or interested in doing business in Germany.

Write: Seibt-Verlag, Dept. 500, 1 Anzinger Strasse, 8000 Munich 8, Germany.

***The Italian South. Economic Development in Mediterranean Europe.* By Gustav Schacter. Random House, New York. 244pp. $1.95. (Paperback).**

This monograph provides both a description of general economic and social conditions in the South of Italy, as well as an explanation of the government programs to revitalize the economy.

The study reviews the work of the *Cassa per il Mezzogiorno* (Fund for the South), which has been assigned the job of developing the economy of the South, and defines some of the problems which this government institution must face as it pursues its task.

Write: Random House, 457 Madison Ave., New York, N.Y. 10022.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1965—781063/44

Calendar *for international traders*

May

17—American Management Assn. Seminar on Trading with the Bloc, Hotel Astor, **New York.** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce.

17-18—6th Annual Columbia Basin World Trade Conference, Multnomah Hotel, **Portland, Ore.** Speaker: E. E. Schnellbacher, Bureau of International Commerce. Sponsors: Columbia Basin World Trade Conference; Chamber of Commerce; Kiwanis.

17-20—Bankers Assn. for Foreign Trade, annual convention, French Lick Sheraton Hotel, **French Lick, Ind.** Speaker: (May 17) Daniel L. Goldy, National Export Expansion Coordinator.

17-20—FCIB International Credit Trade Luncheon and Round Table Conference in conjunction with 69th annual NACM Credit Congress, **New Orleans.**

18—Memphis World Trade Club, Hotel Claridge, **Memphis.**

18—Foreign Trade Bureau, Chamber of Commerce, dinner, 6:30 p.m., Roosevelt Hotel, **Cedar Rapids, Iowa.** Speaker: Daniel L. Goldy, National Export Expansion Coordinator.

18—Export Expansion Seminar, **Orlando, Fla.** Sponsors: Central and North Florida REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

18—Advertising Club of St. Louis World Trade Week luncheon, Statler-Hilton Hotel, **St. Louis.** Sponsor: REEC.

18—World Trade Week joint luncheon meeting, 12 noon, Biltmore Hotel, **Los Angeles.** Sponsors: International Trade Club; Los Angeles Transportation Club.

18—Providence World Trade Club, dinner meeting, Alpine Country Club, **Cranston, R.I.**

18—World Trade Week Banquet, Hotel President, **Kansas City, Mo.** Sponsor: Women's Chamber of Commerce.

19—International Trade Club of Kansas City, International Trade Conference, University of Kansas, **Kansas City, Kan.** Speaker: Daniel L. Goldy, National Export Expansion Coordinator.

19—Businessmen's consultations with members U.S. Trade Mission to the Philippines, Hotel Claridge, **Memphis.** Sponsors: Mid-South Exporters' Roundtable; Field Office, Department of Commerce.

19—Joint Meeting of Foreign Trade Groups, Monticello Hotel, **Norfolk, Va.** Sponsor: Field Office, Department of Commerce.

19—Businessmen's Consultations with members U.S. Trade Mission to India, Field Office, **Philadelphia.**

19—Wisconsin International Trade Conference—Pfister Hotel, **Milwaukee.** Half-day conference in connection with World Trade Week activities. Sponsors: Metropolitan Milwaukee Assn. of Commerce; Milwaukee World Trade Club; REEC; Field Office, Department of Commerce.

19—All-day Export Trade Conference and Minnesota World Trade Assn. dinner meeting, Capp Towers, **Minneapolis.** Sponsors: Minnesota World Trade Assn. Field Office, Department of Commerce; REEC; Chambers of Commerce of St. Paul and Minneapolis; Small Business Administration.

19—REEC Meeting, First National City Bank, 399 Park Ave., **New York.** Speaker: Secretary of Commerce John T. Connor.

19—In-Office Export Seminar, Field Office, **San Francisco.**

19—Special Interest Meeting on "Compensation Practices for Overseas Personnel—General and Tax Considerations," 3-5 p.m., La Salle Hotel, **Chicago.** Sponsor: International Trade Club of Chicago.

19—International Trade Day, luncheon, 12:30 p.m., Savoy-Barringer Hotel; REEC meeting, 3 p.m., North Carolina National Bank; N.C. World Trade Assn. Directors' dinner meeting, Charlotte City Club, **Charlotte, N.C.**

19—World Trade Week Seminar, Hotel Muehlebach, **Kansas City, Mo.** Sponsors: REEC; Field Office, Department of Commerce; Chamber of Commerce; International Trade Club.

20—"First-Step Export Workshop, Chamber of Commerce, **Little Rock, Ark.** Sponsors: Chamber of Commerce; Field Office, Department of Commerce.

20—World Trade Week Dinner, West Branch Valley Supervisors Club, **Williamsport, Pa.** Speaker: William H. Lukens, Chairman of Philadelphia Regional Export Expansion Council.

20—World Trade Club of St. Louis Annual World Trade Week dinner, Statler-Hilton Hotel, **St. Louis.** Speaker: Eugene M. Braderman, Director, Bureau of International Commerce.

20—In-Office Export Conference, 10:30 a.m., Field Office **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

20—Businessmen's Consultations with members U.S. Trade Mission to Philippines, Queen Charlotte Hotel, **Charlotte, N.C.**

21—Export Workshop, Chamber of Commerce Offices, **Des Moines, Iowa.** Sponsors: Field Office, Department of Commerce; Greater Des Moines Chamber of Commerce.

21—Chamber of Commerce World Trade Week luncheon, Statler-Hilton Hotel, **St. Louis.** Speaker: Harold F. Linder, President, Export-Import Bank. Sponsor: REEC.

21—World Trade Week Chamber of Commerce luncheon, 12:30 p.m., Queen Charlotte Hotel, **Charlotte, N.C.**

24—Indian Investment Conference, 10 a.m., Penn-Sheraton Hotel, **Pittsburgh.** Sponsor: World Trade Council, Chamber of Commerce of Greater Pittsburgh.

24—Businessmen's Consultations with members U.S. Trade Mission to India, Field Office, **Portland, Ore.**

25—In-office Meeting, Field Office, **Chicago.**

25—Export Expansion Seminar, **Orlando, Fla.** Sponsors: Central and North Florida REEC; Mid-Florida Technical Institute; Field Office, Department of Commerce.

25—"Show You" In-Office Workshop on Export Expansion, Field Office, **St. Louis.** Sponsors: REEC; World Trade Club.

25—International Trade Workshop, Taishoff Lounge, Long Island University, Zeckendorf Campus, **Brooklyn, N.Y.** Sponsors: Pan American Airways; Small Business Administration; Long Island University; REEC; Field Office, Department of Commerce.

25—Businessmen's Consultations with members U.S. Trade Mission to India, Field Office, **San Francisco.**

25—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: REEC; Field Office, Department of Commerce.

26—Export Techniques Workshop, **Houston, Tex.** Sponsors: Houston Field Office, REEC.

26—2nd Annual World Trade Conference, Skirvin Hotel, **Oklahoma City.** Sponsors: Department of Commerce; Chamber of Commerce; REEC.

26—In-Office Export Expansion meeting, 10 a.m., Field Office, **Philadelphia.** Sponsors: Field Office, Department of Commerce.

27—Export Seminar, Chamber of Commerce, **Fresno, Calif.** Sponsors: REEC, Fresno Chamber of Commerce, Department of Commerce.

27—In-Office "Profits in Exports" Conference, Field Office, **New York.** Sponsors: Motor & Equipment Manufacturers Assn.; Field Office, Department of Commerce.

27—Iran American Chamber of Commerce, Inc., New York Hilton Hotel, **New York.** Speaker: Archie M. Andrews, Bureau of International Commerce.

27—Businessmen's Consultations with members U.S. Trade Mission to India, Field Office, **Los Angeles.**

UNITED STATES
GOVERNMENT PRINTING OFFICE
DIVISION OF PUBLIC DOCUMENTS
WASHINGTON, D.C. 20402

OFFICIAL BUSINESS

UNIVERSITY MICROFILMS INC
313 N FIRST STREET
ANN ARBOR MICHIGAN
CR MAY

FOR PRIVATE USE TO AVOID
MENT OF POSTAGE, $300
(GPO)

First-Class Mail

the boundless age of the computer · oxychlorination bypasses old processes · **selling in Israel** · time to change your company name? · the truth about urban renewal · **promote when business is good** · Britain's plan to control wages · steel's pace set to taper off · from now to 1980 · **attitude research** · the money never leaves home · progress report on the moon race · **help distributors with catalogues** · coal's progress · Canadians get their taxes cut · Comsat rings the bell · improving purchasing effectiveness through supplier development · **a hard look at marketing costs** · expansion gets a larger share of spending · when the machines get your tax return · **experimentation in marketing** · the payments push pays off · how to run more effective business meetings · in stocks—still a bull market · **world trade in wool and wool textiles** · new relief for government subcontractors · accounting practices · the small shipment and the motor carrier · **promoting professional salesmanship** · the quality of life behind the Soviet statistics · states dig for new revenues · experts take a new look at gold drain measure · **crediting according to turnover** · Chicago builds a new skyline for business · managing managers · the next place for paring costs · health care cost figures disputed · **cases in marketing management** · how to run a growing company · when inflation runs wild · federal lending and economic stability

Who previews your marketing reading?

■ You'd need a 9-day week to even begin to keep up with the publishers' flood of books and periodicals for businessmen.

But for marketing information, at least, you don't need to be a speed-reading marvel to stay ahead.

The Marketing Information Guide screens and annotates material of paramount interest to Marketers. It is published monthly by the Business and Defense Services Administration of the U.S. Department of Commerce.

Subscribe today - $2 a year

Subscription Form

Please enter my subscription to Marketing Information Guide.

☐ Annual subscription, $2.
☐ Foreign mailing, 75 cents additional

NAME _____

ADDRESS _____

CITY _____ STATE _____

Mail to Superintendent of Documents, U.S. Government Printing Office, Washington, D. C. 20402. Enclose check or money order payable to the Superintendent of Documents.